

What Good Does Volume Do You Without Profit?

Vol. 76

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See pp. 23-24

MAR 21 1927

No. 12

THE

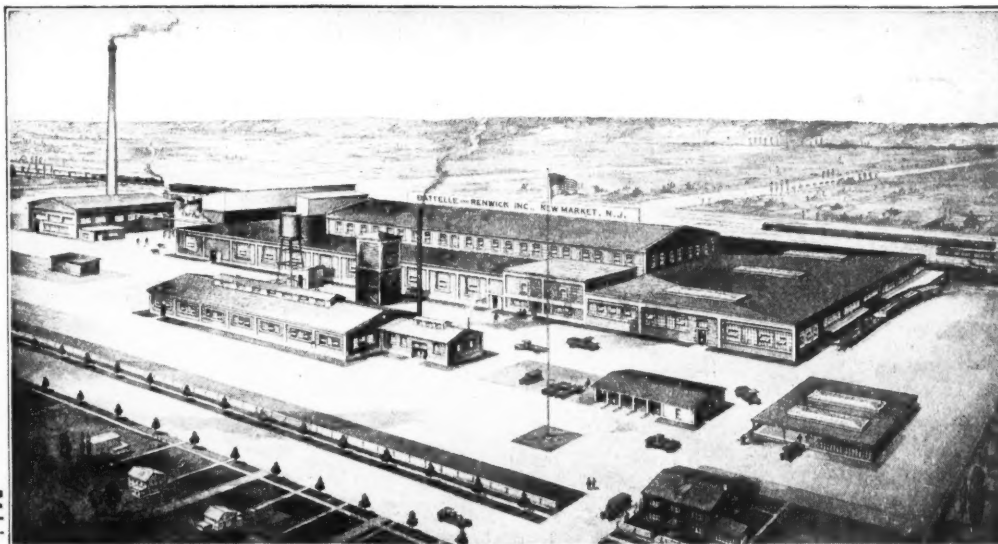
U. S. Department of Agriculture.

NATIONAL PROVISIONER

CHICAGO AND NEW YORK

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MARCH 19, 1927



New fireproof refinery built in 1925

NIAGARA BRAND

Genuine double refined Saltpetre (nitrate of potash), double refined Nitrate of Soda —“The old reliable way to cure meat right”—and refined Nitrite of Soda. All complying with requirements of B. A. I. Also “Bound Brook Brand” Refined Granulated Salt.

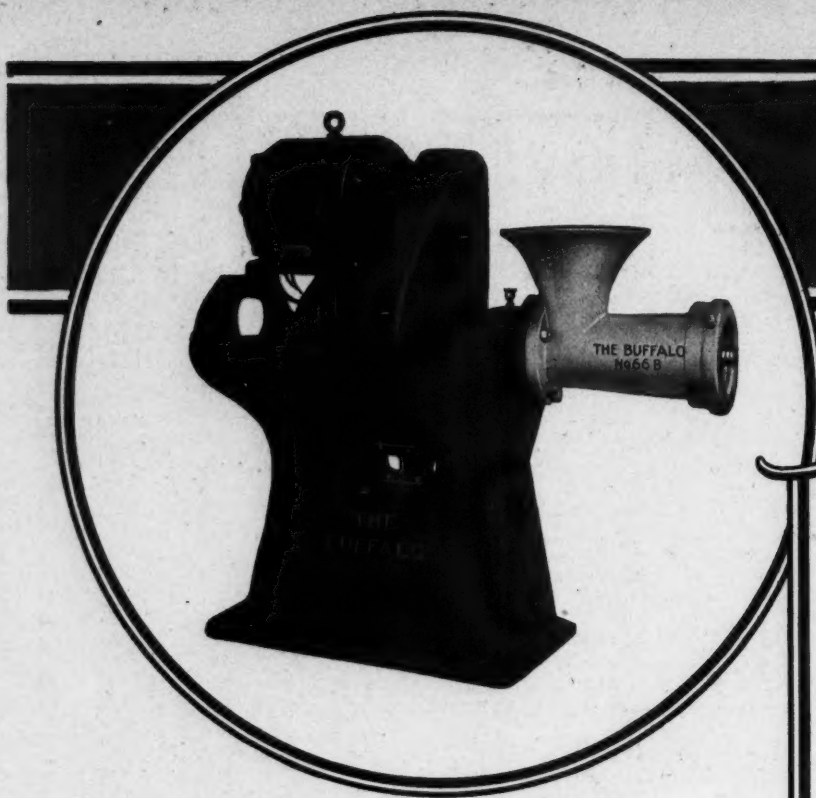
BATTELLE & RENWICK, INC.

Established 1840

80 Maiden Lane

New York City

Corned Beef — How to Make this Tasty Product Told on page 28



"BUFFALO" Meat Grinder

Proven Superiority

THESE five points of superiority found only in "BUFFALO" Grinders explain why packers and sausage makers throughout the United States have found the "BUFFALO" to be the solution to their grinder troubles.

1. Silent chain drive; operation practically noiseless.
2. Large, heavy roller thrust bearing, properly placed directly back of feed screw, avoids any springing or heating.
3. Drain flange (Patent applied for) prevents any meat juices leaking out of cylinder into bearing or oil from leaking into cylinder, eliminating all thrust bearing trouble. Since using we have never had one moment's bearing trouble on any machine.
4. Feed Screw, special design, exceptionally heavy; made of steel.
5. Entire construction mechanically perfect, built to give lifetime service.

JOHN E. SMITH'S SONS COMPANY

Patentees and Manufacturers

50 Broadway

Buffalo, N. Y., U. S. A.

BUFFALO

SILENT
CUTTERS
GRINDERS
MIXERS
STUFFERS

*Backed by 57 years experience building
quality sausage making machines*

Read these expressions of praise from "BUFFALO" Grinder users:

We are not only satisfied with the work and construction of your new Model 66-B Grinder, but were surprised at some of the results obtained. We found it cut one thousand pounds of beef directly through the fine plate, one cutting, in nine minutes. This is far ahead of any other machine we have so far used or heard of, for the same purpose.

The chain transmission renders the operation practically noiseless, and the machine throughout is of superior construction, regarding general strength, shaft bearings, gears, etc. We recommend it highly.

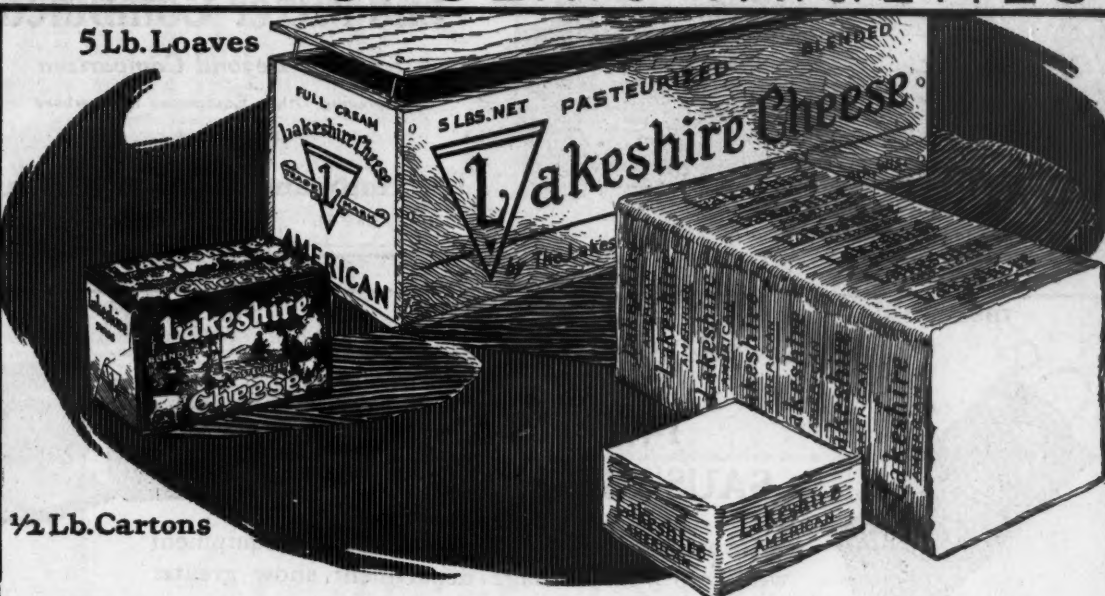
Adolf Gobel, Inc.,
Brooklyn, N. Y.

The Buffalo No. 66-B Grinder we purchased from you some time ago is doing wonderful work. We find it to be the fastest machine we have ever used for cutting either beef or pork. It seems to cut the meat with such ease and without heating the product practically at all. We are very well pleased with the manner in which this machine works.

Taylor Packing Co.,
Pleasantville, N. J.

*90% of the prominent
sausage makers in the
United States use
"BUFFALO" machines*

SEVEN POPULAR VARIETIES



**Your Customers, Too, Will Prefer
the Rich, Old Fashioned Flavor of**

Lakeshire Loaf Cheese

AS the big demand for richer, better flavored loaf cheese continues to grow, leading dealers everywhere in large numbers are turning to LAKE-SHIRE. For here's a line of loaf cheese so absolutely different, so smooth, richly flavored, so exceptional for cooking purposes too, they can recommend it enthusiastically to their most exacting customers as the finest obtainable.

With LAKESHIRE you'll sell a *lot more* loaf cheese at a better profit. You'll have a speedier stock turnover, better satisfied customers. You'll have women coming to you from considerable distances for "the cheese which cooks so wonderfully"—the loaf cheese they prefer decidedly to all others.

Get started with the LAKESHIRE line right away. Push its sale vigorously—for the increased business and profits it is sure to bring.

The Lakeshire Cheese Co. Plymouth
Wisconsin
Formerly The Brookshire Cheese Co., 174 Duane St.,
New York City

This company is owned and its products distributed by
A. H. Barber & Co., Chicago, Ill. Winnebago Cheese Co., Fond du Lac, Wis.
A. D. DeLand Co., Sheboygan, Wis.

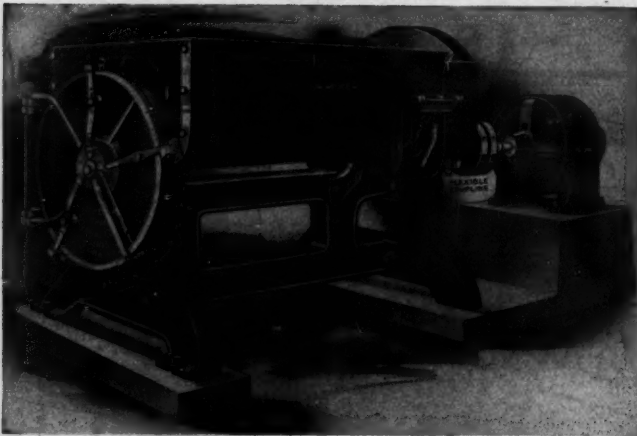


**Famous for its Matchless
Cooking Qualities!**

The unusual, excellent cooking qualities of LAKESHIRE Loaf Cheese are due to the exclusive, better method by which it is cooked and blended—pasteurized in 30 seconds as compared with the usual 30 to 45 minutes—retaining all of the quality, rich flavor and nutriment of the selected bulk cheese from which it is made.

The Seven Varieties

American	Brick
Pimento	Brie-Denzer
Swiss	Caraway
	Vera-Sharp



IN THIS WORLD

The Greatest Meat Cutter and Mixer Combined

Sanitary Beyond Comparison

Replacing Other Equipment Everywhere

Write for Prices

The Hottmann Machine Company

3325-43 Allen St.

PHILADELPHIA, PA.

THE MOLD



"Perfection" TWO-PIN SAUSAGE MOLD

Investing a few dollars in this modern equipment will help your sausage department show greater dividends than ever before.

SAUSAGE MOLD CORPORATION

LOUISVILLE, KY.

Incorporated

THE PRODUCT



MADE IN U. S. A.



The New Improved Bausman Hog Scalding

No longer are you compelled to use hoisting appliances. No heavy lifting to get the hog from the bath. Will save half the time originally required to scald. Furnished with or without fire box for heating water.

Ask your Supply House for details or write us direct

Bausman Manufacturing Co., Millersville, Pa.



Style "P"
BRACKET TYPE MIXER
Sizes 5 gals. to 100 gals. incl.
Easy to clean because the agitator lifts up and swings away from the kettle, and because the DOPP Kettle is smooth inside and out.

DO YOUR KETTLES LEAK?

Rid yourselves of leak troubles by installing DOPP Seamless, Leakless Jacketed kettle equipment. Used by Packing Houses and Butchers everywhere. In the DOPP Kettle there are no bolts, rivets or welds, no seams or joints of any kind to leak and cause trouble.

DOPP Kettles are known for their long life—their long trouble-proof service. It will pay you to look into this matter carefully. Send today for Catalog No. 7 which illustrates and describes fully:

DOPP Seamless, Leakless, Jacketed
Kettles: 1 to 1000 gallons.
Agitators: 16 Styles.
Soup Crutchers: 1000-4500 lbs.
Vacuum and Pressure Pans.

ADOPT THE DOPP

For all kinds of cooking.
For lard rendering.
For mixing scrapple, sausage, etc.

SOWERS MANUFACTURING COMPANY

1307 Niagara St., Buffalo, N. Y.
New York Boston Toronto Montreal



DOPP Seamless Jacketed Kettle
1-125 gallons with 3 pipe legs
150-1,000 gallons with 4 legs. The staybolted construction gives unusual strength—and allows thin shells, which means quick heating or cooling.

DOPP SEAMLESS JACKETED KETTLES



Greatest Yield — Lowest Operating Costs

That is the ultimate result desired by every packer and renderer; and that is exactly what the American All-Steel (Advanced Type) Rendering System brings to you.

While the advantage of dry rendering is recognized today more than ever before, The American By-Product Machinery Company installed Dry Rendering systems many years ago, being the first to see the advantages of this important improvement.

Our long experience has resulted in the most advanced rendering methods and our systems now in operation are giving results that have not heretofore been thought possible.

Let us send you full information with facts that will be of great value to you.

We have a convenient sales plan whereby installations may be made on a self-paying basis. Write for full information.

AMERICAN BY-PRODUCT MACHINERY CO.
26 CORTLANDT ST. - NEW YORK



6000 lbs. per hour

That's the beef capacity of the fast cutting, smooth running "Enterprise" No. 1166 Chopper.

It is fitted with a powerful 15-h.p. motor that is cutting operating and labor costs and speeding production in many plants today.

Distance from ring to floor permits carrier to be run

THE ENTERPRISE MFG. CO. OF PA., Philadelphia, U. S. A.

under spout. Saves extra handling.

Three of the famous "Enterprise" knives and plates furnished for fine, medium and coarse cutting.

Send for catalog illustrating the "Enterprise" line. Seventy-two sizes and styles for every use.

These Salts Have the Quality of Deep Penetration

CURES — FAST — SAFE



Boned Hams for Boiling, 7 Days
Brine Bacon, 3 to 5 Days
Sausage Meat, 24 to 48 Hours
Prague Salt Passes B. A. I.



GRIFFITH LABORATORIES

4103 So. La Salle St.

Chicago, Ill.

Is Your Name an Asset?

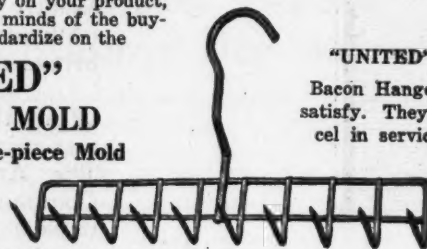
Your name imprinted plainly and permanently on your product, keeps you and your product constantly in the minds of the buying public. Adopt a trade name now, and standardize on the



"UNITED"
SAUSAGE MOLD
the Patented One-piece Mold

"UNITED"

Bacon Hangers satisfy. They excel in service.



Consult Your Jobber or Write Us
United Steel and Wire Company
Battle Creek, Mich. Atchison, Kansas



Long Wearing

Rubber Cloth Aprons

Single or Double Coated

Burlap Bags and Sacks
Wiping and Cheese Cloth

Burlap Barrel Covers
Rubber and Enameled Muslins, Drills and Ducks

We shall be pleased to send samples and quote prices

THE LANDERS BROTHERS COMPANY

Blucher and Buckingham Sts.

Toledo, Ohio

The New ANDERSON R. B. EXPELLER

leads in —

Efficiency
Ease of Operation
Simplicity
Output and
Profits



For simplicity, strength and ease of operation this new expeller has never been equalled.

Direct Motor Drive Gives Easy Control

The expeller is operated by a special high torque motor which is built for us by the General Electric Company and so designed that we can connect it to the drive shaft of the expeller and operate the machine without the use of a clutch or silent chain drive mechanism.

Two Year Test

This new expeller was thoroughly tested for over two years before being offered to the meat packing industry. The results which we have obtained with it bear out our every claim for it.

It has a greater capacity of cracklings produced, containing an average of 7% fat.

An Anderson Expeller will save you time and increase your profits from cracklings

The machine is equipped with an ammeter which registers at all times the amount of power used to operate the expeller. After the operator has determined the amount of power necessary to obtain a certain amount of grease in the cake, he can regulate the amount of grease by the amount of power being used.

Special Rotary Grease Pump

This pump and the conveyor system in the bottom of the expeller take care of the grease and convey it to the settling tanks. The pump drive is fitted with a friction device which eliminates possibility of breakage should the conveyor or grease line become clogged.

Write for Complete Information

We can mention only one or two of the features of this new expeller here. Complete information and specifications will gladly be forwarded on request.

The V. D. Anderson Co.

1935 W. 96th Street

Cleveland, Ohio

Triple Motion Lard Agitator No. 4

We furnish these Agitators, equipped with ammonia coils between the jackets for rapid cooling.



The illustration above shows our Agitator direct-connected to motor. We also build belt-driven agitators, equipped with tight and loose pulleys. Either style has cast iron drip pan to catch lubricating grease from overhead gears.

Made in all sizes from 1,000 pound capacity up to 10,000 pounds.

Prices on application

B. F. Nell & Company

620 W. Pershing Road

Chicago, Ill.



Lard Tubs

Our Lard Tubs are made of hardwoods, nicely grained or varnished, as preferred. They are bound with heavy, flat steel hoops, and are equipped with heavy wire handles—wooden grips.

These packages are nicely inner-coated with a sanitary preparation, and in accord with the Pure Food Laws.

Old Established Line—Our packages are standard goods. We furnish the tops, and the package can be furnished with or without the double loop wire sealing device, as desired. With over a half century of experience in making all kinds of Wooden Ware, we are equipped to furnish the best goods at

reasonable prices. We are prepared to ship in any quantities, but carlots are our specialty.

We invite your inquiries—prompt attention assured

Richmond Cedar Works Manufacturers for Over Half Century, **Richmond, Va.**

Casings Differ in Size

but our standardized sanitary, clean Sausage Bags for Bolognas, Minced Ham, and other Luncheon meats are of

Uniform Size

Simplify weighing and selling

Shall we send you samples?

Central Bag & Burlap Co.

Importers and Manufacturers

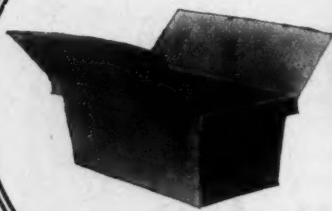
4523 S. Western Blvd.

Chicago, Ill.

Bags for fertilizer, tankage, beef, pork, and mutton; also Ham and Bacon Slips, Barrel Tops, Sheetings, Beef and Butter Cloth, Wrapping Burlap, etc.

Reason 4

You may jump on



Made in 10, 25, 35, 50 pound sizes.

Champion Shipping Baskets

to test their strength. This strength does not mean that they are heavy. On the contrary, their lightness makes for big savings in freight bills.

May we send you a sample?

GEREKE-ALLEN CARTON CO.

1705 Chouteau Blvd.

Dept. "C"

ST. LOUIS, MO.

Repeat Orders Show 100% Satisfaction

Orders for 12 Additional Units Last Week from Packers Now Already Operating "BOSS" Prime Rendering Equipment Show That our Customers are not only Satisfied, but Enthusiastic

It is noteworthy that the majority of installations for rendering Pure Lard are "BOSS" Prime Units, on account of their higher efficiency and more beneficial results.

Packers will find it to their interest to visit any of our "BOSS" Prime Installations (names upon request) to see the whitest, sweetest, purest, best keeping lard ever made by any means.

"Boss" Inedible Installations

also produce almost unbelievably light colored, low acid fats, with light colored, high protein, low fat cracklings, at a great saving in labor, power and steam.

Field Packing Company



P. O. Box 493

Owensboro, Ky.

January 20, 1927.

The Cincinnati Butchers' Supply Co.,
1972 Central Avenue,
Cincinnati, Ohio.

Gentlemen:

A couple of months ago your Mr. Harris dropped in to see us to talk about cooker equipment. At that time he made, in our opinion, some very extravagant claims for your equipment for rendering lard, and on the strength of those statements we purchased one of your outfits and "those extravagant claims" were proven to be real facts.

We have been able to get lard of splendid flavor, and compared to the wet rendering system our yield is averaging 5% more, let alone the flavor and value of the cracklings compared to the wet rendering system. We have kept some pretty accurate data on this outfit, and in addition to the above savings there is considerable saving of labor. Under our conditions, the equipment will pay for itself in nine months.

The order we have just placed with you for an additional outfit for our inedible department is evidence enough that we are highly pleased with the first installation.

Yours very truly,

FIELD PACKING COMPANY

C. E. FIELD.

C. E. Field

CP:MH



Illustration of Typical
"BOSS" Prime Lard
Rendering Unit at Field
Packing Co.

Their Inedible Rendering Unit, now installed and operating just as satisfactorily, differs from it only slightly.

Our greatest pride and pleasure is in the fact that our customers almost always buy the second, third, etc., cooker from us, when they see the wonderful results produced by the first one

THE CINCINNATI BUTCHERS' SUPPLY CO.

CHICAGO BRANCH
3907-11 S. Halsted St.

Killing
Outfits

Manufacturers
"BOSS" Machines

Sausage & Rendering
Outfits

Factory and Main Office: 1972-2008
Central Ave., CINCINNATI, OHIO



Electrical Ham Saw

Perfect Cuts
No Bone Splinter
Money Saver
Reduces Costs
Easy to Handle
Time Saver—One Man
Can Saw 2,000 Hams
an Hour.
No change necessary
to realize its value.

Best & Donovan

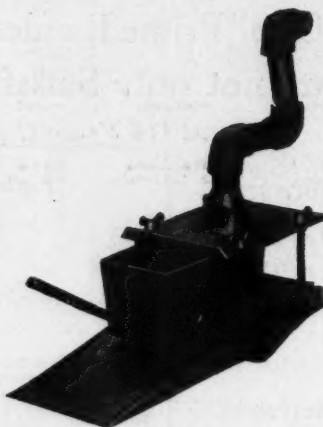
Sole Distributors

332 S. Michigan Ave.

Chicago, Ill.

THE GLOBE Meat Loaf Stuffer Attachment

No. 401



This adjustable stuffer attachment is used to stuff Meat Loaf into pans. It can be used on any style stuffer and is adjustable for bench height.

It saves labor and overcomes Government objection to filling pans by the old hand method.

The attachment is made up in the blue annealed steel and tinned after fabrication.

Meat loaf pans made to your specifications.

Write for Prices

THE GLOBE CO.

824-26 W. 36th St.,
Chicago, Ill.

The Stockinet Smoking Process

U. S. Letters Patent No. 1,122,715.



Saves
Labor
Trimming
Shrinkage



Smoke Your Meats in Stockinets and Get Uniformity, Sanitation,
SQUARE Butts and Appearance

To get large sales, your Mr. Quality should have the assistance
of Mr. Stockinet appearance

Numerous Packers Throughout the Country Are
Why Not You?

For Further Particulars Write or Phone

Thomas F. Keeley, Licensor

516 E. 28th St., Chicago, Ill.

Telephone Calumet 0349



Iron Recurved Plate Press

Filter Presses

FOR LARD & OIL REFINERIES
BEEF EXTRACT, GLUE &
SOAP MANUFACTURERS

Tankage and Curb Presses

PACKING HOUSE MACHINERY
AND EQUIPMENT

Write for Information and Prices

William R. Perrin & Company
Fisher Building Chicago, Illinois

Stockinette

Edible products cannot be delivered under too sanitary conditions. All edible packinghouse products deserve as much protection as clothing, hats, or anything bought at a department store used for wearing instead of for "eating." Protect your meats with stockinette.

FRED C. CAHN

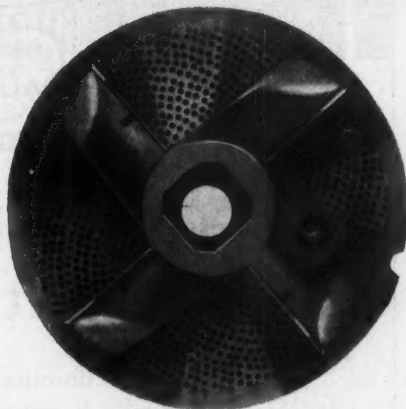
305 W. Adams St., CHICAGO

Selling Agent

The Adler Underwear & Hosiery Mfg. Co.

Avoid Sausage Troubles by Using the

**Superior No. 6
O. K. Shear Cut
Knives**



**Superior No. 6
Angle Hole
Plates**

and the new

Famous Superior V-hole Plates 1-16, 5-64, 3-32 and 1-8 in. Holes

High-grade Material alone does not always mean quality product—Operating Methods need watching.

To produce a Superior product Unequalled in Flavor and Appearance use

O. K. Superior No. 6 Plates and Knives

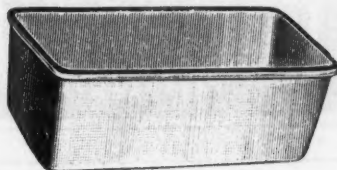
Send for information and price list



The Season is approaching for ready to serve luncheon meats, all kinds of baked meat loaves, pressed ham and tongue loaves, etc.

For economy and best results use the new

Superior Nickel Aluminum Meat Loaf Pan



It will not need retinning as pressed steel does—Will not dent or bend, or break—Will not discolor as monel metal does—Will not pit and get pores as pure aluminum does.

Easily kept clean and sanitary—No sharp corners to scrape after being used.

*Give your requirements as to size and shape
and we shall submit sample and price list.*

The Specialty Manufacturers Sales Co.

Represented by Chas. W. Dieckmann

**Main Office, 2021 Grace Street
Chicago, Ill.**

HY-GLOSS
MARGARINE CARTONS

Protect the Product

HY-GLOSS Paraffined Cartons are unexcelled; are used by the leading Oleo Manufacturers of the country. They attract the attention of the discriminating buyer.

**National
Carton Company**
Joliet, Ill.

For Curing
and
Packing
Meats
Use

Clean Crystal Salt
Jefferson Island
Salt Mining Co., Inc.
Louisville, Ky.
Stocks in Principal Cities

Over
99% Pure

Jefferson Island
Salt Mining Co., Inc.
Louisville, Ky.

Stocks in Principal Cities

New Curing Vats

Dozier
Meat
Crates



Packing
Box
Shooks

B. C. SHEAHAN CO.
166 W. Jackson Blvd. Chicago

Standard 1500-lb.



**Ham
Curing
Casks**

Manufactured by
Bott Bros. Mfg. Co. WARSAW ILLINOIS
Write for Prices and Delivery



Wins the business in a competitive market

This package dominates no matter where it is displayed. It wins sausage meat sales in highly competitive markets. It best represents quality. Keeps its contents fresh and clean. Its use means larger sales volume. Made in sizes to ten pounds. Printed in one or more colors. Ask for convincing samples.

KLEEN KUP

The Package That Sells Its Contents



MonoService Co.
NEWARK NEW JERSEY

Do you get proper color and flavor in cured meats?

Tests show some sugars cause too dark color or "ropy" pickle. They also ferment in storage.

Did you know a special packers' curing sugar had been developed which avoids these difficulties and costs less than granulated sugar! It's

Godchaux's Curing Sugar

specialty prepared for the meat industry in the modern sugar refinery of

GODCHAUX SUGARS, Inc.
Godchaux Bldg. New Orleans, La.

Price in 100 lb. bags, \$5.70 per cwt., f.o.b. Reserve, La., less 2% cash discount
Price in 250 lb. bags, \$5.00 per cwt., f.o.b. Reserve, La., less 2% cash discount
Delivered prices, both carloads and less, quoted on request

Now is the Time

to check up your ham boiling department
and get your equipment ready for
the seasonal rush.

Remember—worn out, damaged, or obsolete
Ham Boilers can be traded in on the pur-
chase of new ones. Send for our schedule.



HAM BOILER CORPORATION

1762 Westchester Avenue

New York City

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European Representative: The Brecht Co., 6 Stanley St., Liverpool and 12 Bow Lane, London

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Patent Casing Company

617-23 W. 24th Place, Chicago, Ill.

The Pioneer of Sewed Casings

Our Specialties:

Sewed Beef Casings

Sewed Hog Bungs

Sewed Bladders

Manufactured Under Sol May Methods

The Man Who Knows.



The Man You Know.

To Make Better Sausage You Must Have Better Seasonings!

You all have good meats, but you do not all have good SEASONINGS. Better Seasonings make better Sausage. Our SEASONINGS are the best that can be made. Seeing is believing, trying is convincing. Let us send you a trial order.

H. J. MAYER & SONS CO.

6821-23 S. Ashland Ave.

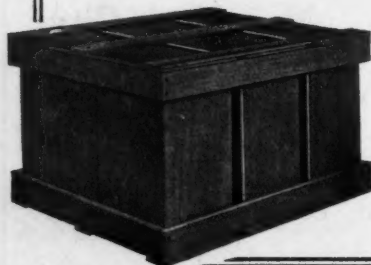
CHICAGO, ILL.

Makers of the Famous GENUINE H. J. MAYER Special Frankfurter, Bologna, Pork Sausage (with and without sage), Braunschweiger Liver, Summer (Mettwurst), and Rouladen Delicatessen Seasonings and SPECIAL NEVERFAIL CURING COMPOUND.

All our Products are guaranteed to comply with the B. A. I. regulations

THE MODERN BOXES

Nabco, Veneer, Wire-bound Boxes for Strength—Security



Save in Freight Save in Handling
Save in Nails Save in First Costs

Send us your specifications now and we will prove to you how to save from 25 to 40% in traffic charges.

NATIONAL BOX CO.

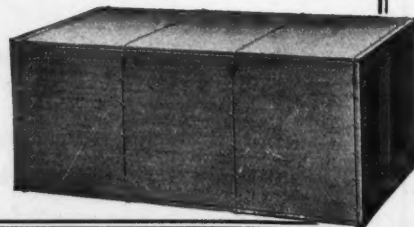
General Offices

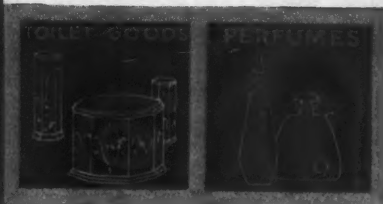
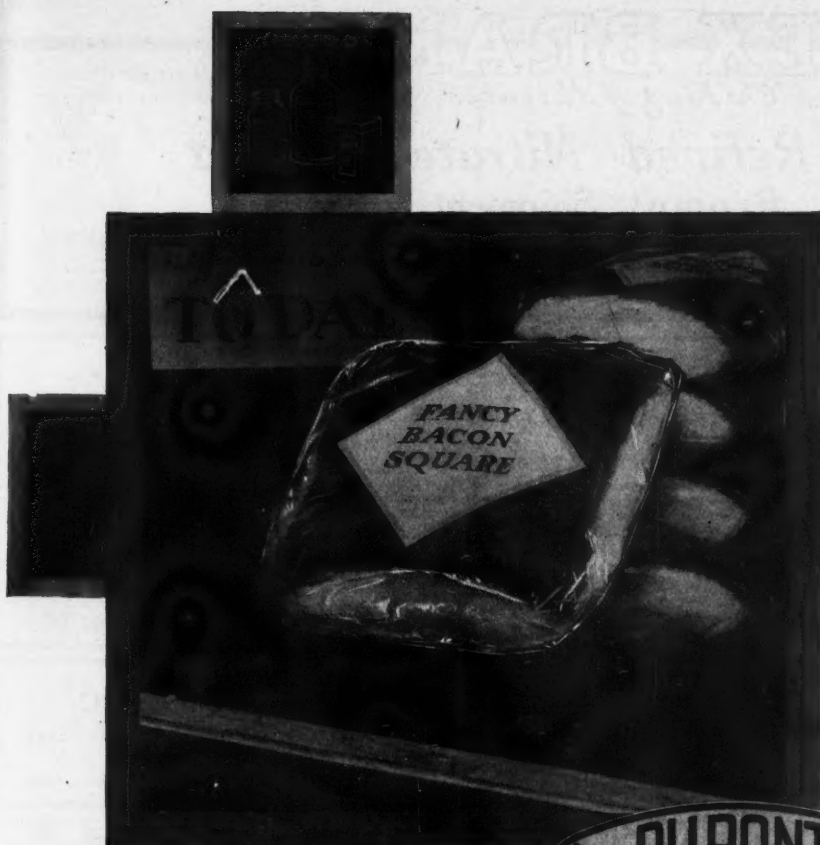
1101 W. 38th St., Chicago, Ill.

Eastern Offices:

1011 Liberty Bldg., Philadelphia, Pa.
1115 Hudson Ave., Hoboken, N. J.

Southern Office: Natchez, Miss.





CELLOPHANE is the registered trade mark of Du Pont Cellophane Company, Inc., to designate its transparent cellulose sheets and films, developed from pure wood pulp (not a by-product). It is 100% transparent, strong, flexible, grease- and oil-proof, dust- and air-proof, pure enough to eat and is not inflammable.



Reg. U. S. Pat. Off.

From jowls to bacon squares ... and greater profits

JOWLS have now been given a college education. Formerly used for practically nothing but sausages.

Now, leading packers are trimming and marketing them as "Bacon Squares" and have turned them into good, year-round sellers.

Displayed right on top of the counter, bacon squares immediately appeal to housewives, especially in industrial centers, through their appetizing appearance in their sparkling wrap of 100% transparent Cellophane.

Like many other items in the provision line, Cellophane has given a new, higher quality to Bacon Squares and made them far more profitable.

Samples of Cellophane and a booklet will be mailed upon request.

DU PONT CELLOPHANE CO., Inc.

Sales Offices: 40 West 40th St., New York City

Plant and Executive Offices: Buffalo, New York

Canadian Agents:

**WM. B. STEWART & SONS
Limited**

64 Wellington St., W., Toronto, Canada



REX BRAND

Complies with
B. A. I. Requirements

The King of Nitrates

Write for Prices
Immediate Deliveries

Double Refined Nitrate of Soda **Prompt Shipment**

STAUFFER CHEMICAL CO.
452 Lexington Ave., New York City

SAN FRANCISCO SALT REFINERY
San Francisco, California

CHICAGO OFFICE: 111 W. Washington St.



GASINGS PRODUCE CO., Inc.

80½ Pearl St. New York City

Tel: Whitehall 7916-7917-7918

*Cleaners and Importers Sheep
and Hog Casings*

E. E. SCHWITZKE, Pres.

THE DRODEL CO., Inc.

Import **Sausage Casings** Export
336 Johnson Ave. Brooklyn, N. Y.

J. H. BERG CASING CO.

Importers **Sausage Casings** Exporters
946 W. 33rd St. Chicago, Ill.

M. ETTLINGER & CO., Inc.

Importers, Exporters and Cleaners of Sausage Casings. A large
stock of all kinds of casings constantly on hand
Established 1903 12 COENTIES SLIP, NEW YORK

Cudahy's Selected Sausage Casings CAREFULLY CLEANED **Hog·Beef·Sheep** UNIFORMLY SELECTED

The Cudahy Packing Co. U.S.A. III W. MONROE ST. CHICAGO, ILL.

Hammett & Matanle, Ltd. **CASING IMPORTERS**

22 & 24 ST. JOHN'S LANE
London, E.C.1

Correspondence Invited

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The Irish Casing Co.

Manufacturers, Exporters, Importers
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Arbour Hill, Dublin, Ireland
Sheep Casings a Specialty

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TODAY industry competes with industry quite as sharply as brand with brand. All the more need for good packages, where packages are used.

What is a good package? It is some or all of these things. A good package protects its contents. It behaves well in the user's filling and closing operations. It travels safely.

In warehouse and store this good package keeps tight and clean. It dresses the dealer's windows and shelves, helping his sales and advertising your brand. It makes friends with consumers, who find it easy to open, convenient to handle.

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"Why so?"

"Well, he let his Architect fool him out of Ridgway Elevators and put in these things."

"He's just been out to the Consolidated Company which is equipped with Ridgways and saw 'em work—and is tickled pink with them."

"Brown of the Consolidated said to him:

"Gee, Wilson, you were crazy not to send for 'Old Hook 'er to the Biler'." And now the 'Ole Man' is down on his Architect."

It was thus the Master Mechanic reported in shop language what had happened at a plant that we had tried to get interested in Ridgway Elevators.

Out at St. Joseph, Mo., are the great mills of The Aunt Jemima Co.—"I'se in town honey"—folks. We equipped the original mill. The business grew and we equipped the new mill.

An Engineering Company built a big plant out at St. Joseph for a client but did not put in Ridgway Elevators.

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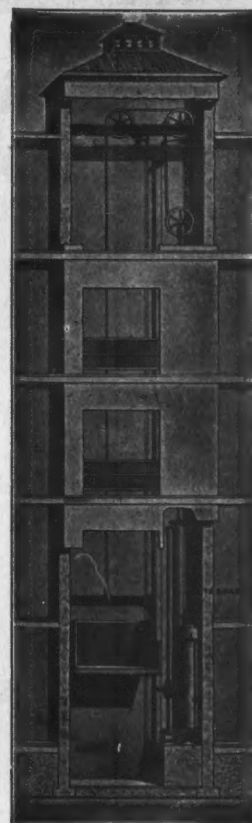
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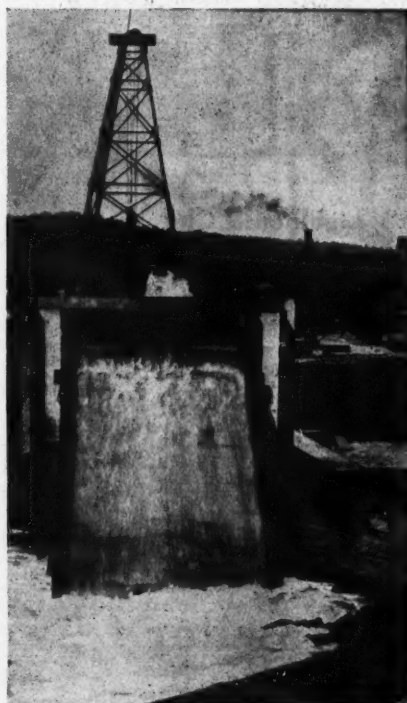
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No. 12

What is Packer Volume Without Profit?

Recent Results in Merchandizing Bring Comment on Apparent Lack of "Sell Right" Ideas in Industry

Volume without profit is one of the worst handicaps of the meat packing industry today.

There is a lot of talk about volume, and a lot of struggle on the part of packers for volume.

But there is not always a lot of thought given to *just what it costs to get volume, or what the volume nets the packer.*

Every business must have a reasonable volume or it cannot operate. The greater the volume the larger the business, provided the volume is handled at a profitable margin.

There is no reason why volume and "sell right" principles should not go hand in hand, but they seldom do. Usually the struggle for volume does not limit itself to legitimate selling principles, but extends to the use of almost any kind of price-cutting tactics to move the goods.

Volume Idea Has Been Costly.

This idea of volume has cost packers a lot of money during the period of high-priced hogs. It's an expensive thing any time, but particularly so when hoof prices are what they have been for the past two years.

Most packers don't want their competitors to know that they are buying fewer hogs than is their usual practice. **They would rather buy more instead of less, and force their sales organization to handle the product.**

This scramble for volume is not confined to pork products. The situation is just as bad with beef.

In spite of their knowledge of the highly-perishable character of this product, packers buy cattle apparently because they are on the market, rather than because they can see an outlet that will net them a profit for the meat.

It is not easy to send beef carcasses to the cooler, so they must move regardless of the sacrifice.

Commenting in somewhat ironical

fashion on this fallacy of volume as the packers see it, a packer executive says:

Packers and Pikers

Editor THE NATIONAL PROVISIONER:

No doubt by this time everybody in the packing industry has digested the results of the business for January and February. And the returns of most of them make them feel like Jonah and the whale—the whale developed stomach trouble, and Jonah got a bath!

The trouble with this business is that nobody seems to have any contentment of mind. There are two classifications as I see them, "packers" and "pikers."

The Alibi for Volume.

The trouble with the pikers is that they want to be classified as packers, and their pet theory is volume which, regardless of past experience, turns their heads.

As once stated, individually everybody in this industry is exceptionally smart and a good business man. But collectively they are just the opposite. Some of the competition we come in contact with merely trusts to luck, rather than experience and education in the conduct of their affairs.

We realize full well that the packing business is of a highly speculative character, and the theory has been for several years that in order to keep down the overhead expense the volume must be kept up regardless of the outcome.

When we see how some of our competitors price their product, and figure the prices back against the cost of the raw material as priced on their price-lists—to say nothing of the cost of the hog, which has been killed all winter at a terrific loss—we wonder how they have lasted as long as they have!

They should resign and give the office boy a chance.

Price Cutting is Standardized.

On the other hand, their method of getting trade and increasing volume is standardized—not in the quality of the product, but in the cutting of prices!

There are two ways of peeling potatoes: One way is to boil them and then take the skin off clean; and the other is to peel them raw and cut half the potato away.

The latter is the method—that of having no price standard—generally pursued by a great many packers. We won't confine our remarks to any particular class of packers either.

In case they find a competitor who enjoys a reputation and a quality of which they are envious, they immediately start in to slash the price—not a quarter of a cent, or a half a cent, but in some instances as much as five cents a pound, figuring that the increased volume will make up the loss sustained by cutting their price.

Not a Question of Hog Cost.

It isn't a question of the cost of the hogs particularly. *It's a question of what you are going to get for the product you make out of them.* The sale of this alone

The Crying Need

Commenting on the mad scramble for volume, one packer recently said:

"The buying of hogs and cattle is controlled in large measure by the economic principle of supply and demand. As a result live prices are fairly well established.

"But when it comes to selling competition, especially cut-throat competition and over-anxiety on the part of salesmen to move the product, **packers have been placed in a position where it is almost a physical impossibility for them to make money.**"

"We can handle the buying end. We can manage the production end, *But we must have the co-operation of all on the selling end.* Otherwise everybody's profits are cut, and many well below the cost of doing business."

will determine the cost of the raw material.

You can mark your selling prices up in keeping with your cost, but can you get that cost?

It would appear as if 98 per cent of the trade eliminates everything in the way of overhead, including salaries of executives and salesmen, rent, light, heat, power, insurance, repairs, claims, bad debts, traveling expenses, taxes, depreciation, etc.

We believe the volume theory has been exploded long since, and maybe after the whale recovers his appetite—seeing that he couldn't digest Jonah—he will make up his mind that the smaller fish are better eating and more digestible.

Be content with a little nourishing food, rather than attempt to gorge such quantities of it that, when the check is presented, you are forced to diet indefinitely.

Yours truly,
PACKER EXECUTIVE.

Was This Salesmanship?

An example of selling pressure for volume recently occurred in a territory that maintains a pretty fair price level. Local and outside packers operating in that territory have enjoyed better prices than are received in many other sections.

At the time under discussion another packer appeared on the scene with fresh product. His principal markets were pretty well loaded, he was killing a lot of hogs, and it was necessary to seek other trade outlets.

This is not an unusual situation. It is often necessary to make an especial effort to move product under adverse conditions on the selling side and rather heavy pressure on the raw product end.

But this packer entered the territory in question and made no effort to use salesmanship. **He just cut prices, got the orders and broke the market, and everybody suffered.**

It is difficult to see what is gained by such practices. The product moved—but at what a cost!

Writing about this situation, a local packer said:

Editor THE NATIONAL PROVISIONER:

We are staunch believers in your "Sell Right" articles. They have been very beneficial to us in the past, and we know will be in the future if you continue your splendid write-ups.

However, there are a few packers left that evidently are not getting the benefit of the service you are trying to render them, and at this particular time I have in mind one packer who decided that our territory furnished a splendid market in which to sell product.

He came into our market with two "high-powered" salesmen. *Without feeling out this market at all, these men went to work and sold their product from 3c to 5c per pound less than the prevailing prices.*

Dumping vs. Selling.

Now these men put out a lot of product, but that's not salesmanship. They put on "fire sale" prices, and this of course resulted in sales.

You can imagine how the local merchants felt to think that someone else would come into this market, shipping the product from a distance, and undersell the local market from 3 to 5c a pound.

I really don't think it would be the policy of the company these men represented to permit any of their sales organization to enter any market with such reduced prices, as I know from past experience that we are trying to get the high dollar out of our products. We realize that to sell merchandise against local competition some inducement is necessary, but not to the extent these men have seen fit to take advantage of.

Comparing the Prices.

Just as an example, I am going to give you a little table of comparative prices, those prevailing on this market at the time, and those used by the competitive packer entering the market:

	Our price	Their price
Fresh pork loins 8-10....	26c	22c
Fresh pork shoulders....	21c	17½c
Frozen pork brains....	18c	14c
Fresh beef livers.....	14c	10c
Fresh pork livers.....	10c	5½c
Fresh spareribs.....	20c	17c
Fresh neck bones.....	11c	7c
Regular bologna.....	17c	14c
Wieners.....	20c	17c

and all other items in proportion.

We have wondered if these salesmen ever had the pleasure of reading any of the "Sell Right" articles in your magazine.

Very truly yours,
SALES MANAGER.

Can't Meet Such Tactics

Very few packers will object to competition coming into their market unless that competition undersells them beyond reason. In such instances as that cited the packer gets some volume, but nothing else, except money loss on his product.

Taking up the situation further, when told that salesmanship and quality product should overcome this trouble this local packer's sales manager says:

Editor THE NATIONAL PROVISIONER:

It does appear that salesmanship should play a big part under conditions of the kind we have been facing. But the attitude of the merchants is not always such that salesmanship can cope successfully with sharply lower prices.

On the other hand we, as well as other packers selling locally, have no basis for sales resistance, as prices are the predominating feature connected with the sale of

packinghouse products, especially on frozen cuts and fresh pork products.

These people are packing a very good product; their trim and quality is equal to ours, as well as to that of the other packers in this market.

Therefore, on the basis of the wide spread in prices on which these people entered this market, our local trade feels that the packers around here have taken advantage of them.

Retailers Take Advantage of It.

The worst feature of this outside competition is that the local merchant will buy in larger quantities from an outside packer, and place their orders from a week to ten days in advance; whereas he expects the nearby packer to sell in small quantities and give him the benefit of the low prices.

Should any of the local packers endeavor to sell him the quantities that he purchases from the outside packer, he would think we were out of our mind or trying to unload, when he knows that he has been buying as he needed it, not once but as many as from three to ten times daily.

In other words he expects the local packer to deliver one pork loin, one shoulder, one boiled ham, 10 lbs. ribs, or 10 lbs. bones, and give store-door service for the same price.

This is the narrow-minded view of many merchants today. He apparently forgets the accommodations. You cannot blame him for this, as the price spread was too great to continue placing his orders with the local packers.

Why Not Get the Price?

The thought that occurs to me is this: if packers are looking for profitable markets to offset some of the low unprofitable markets in which they are selling their products, it seems that they would have their representatives work on the basis of the local market, regardless of where it is.

To educate the retail trade is a pretty tough proposition. With all the inducements we may endeavor to put before them from the standpoint of service, such as selling small quantities, daily delivery, etc., they order practically a week's supply from the outside packer. And for an outside packer to come into this market, or any other market, he certainly must have a big inducement. His only ideas of this inducement is a wide spread in prices.

However, we can appreciate that packers want to move the products, and they think the only solution is to undersell the market. This is bad business practice; at the same time it certainly is not nor does it conform with your "Sell Right" articles.

What He Wants to Know.

What I want to know is where are the packers' profits today?

You publish cutting tests in your weekly magazine, showing a tremendous loss, giving warning to the packer to watch his cost and cutting tests—which no doubt all of them are doing.

But how far does it go? It seems they forget their cutting losses in unloading their products on the market, just to be doing business, figuring and hoping that there will be a come-back in the future.

This, in my estimation, is the trouble with the packing business today. In other words, they don't practice what they preach.

When our cutting tests show a loss we get busy immediately and endeavor to adjust our prices on the various items to have these tests cut out at a profit, or at least on a break-even basis.

Very truly,
SALES MANAGER.

What Are Profits?

Are they the money you actually make on what you sell?

Or are they something you have figured out with a pencil on a piece of paper—otherwise "paper profits?"

Do you ever let your lead pencil and your fond hopes fool you?

Check up and find out!

Packers Ask for Lower Route Car Rates

Some Railroads Charge Too Much for This Service

It has been costing packers a good deal to send product out in route cars or "peddler" cars, as the railroads have charged the full class rates on all product loaded into these cars. They have also required that the car must earn for them at least as much as a straight car of dressed beef would if shipped to the farthest point the route car would be required to go.

This has resulted in a pretty heavy tax on such cars. In the past, when questions of carriage charges on product loaded into route cars have come up, decisions have generally been made in favor of the shipper. But for some reason packers have not been aggressive in following out the advantage they had.

Materially lower rates have been prescribed for the Southwestern territory on route or "peddler" cars, and it is the belief of some packers that an adjustment should be made in the rates prevailing in other sections of the country.

Complaint Filed With I. C. C.

In a formal complaint filed with the Interstate Commerce Commission entitled *Swift & Company et al vs. The Akron, Canton & Youngstown Railway Company, et al*, I. C. C. Docket No. 19301, an attack is made against the rates applying on shipments loaded into "peddler" cars and on the carload minimum charge applicable thereon. The territory involved embraces shipments destined to points in Illinois, Michigan, Indiana, Ohio, Pennsylvania, New York, and West Virginia.

It is said that other packers plan to intervene in the initial complaint, or will, in some cases, file complaints of their own.

The complaint in question points out that packers now pay the full class rates on all commodities loaded into these cars, and must also guarantee the cars to earn for the carriers at least as much as a straight car of dressed beef to that destination located the longest distance from the packing point.

In requesting a reduction in rate it is probable that an effort will be made to get a scale of commodity rates applicable on these shipments, lower than the prevailing class rates.

Passed on These Car Rates.

In several important cases the Interstate Commerce Commission has passed upon the matter of "peddler" cars and the advantage to the carriers from their use. In some cases it has required the railroads to establish lower commodity rates on the products shipped in route cars than the regular class rates.

Swift & Company's complaint also asks that freight charges on all shipments loaded into these cars go to make up the required minimum charge.

Packer Does All the Work.

As has been pointed out by the Interstate Commerce Commission, the packer pre-ices the cars, loads the shipments in station order, marks each package, makes

out the bills of lading, and delivers the cars to the railroad all ready to move.

In some cases the packer even makes out the "way-bill" to accompany the shipment, this document containing the full description, rate, charges, etc. The packer also pays for all icing en route, and in some cases, will arrange for destination deliveries.

If these same commodities were shipped through the carriers' freight house, the carrier would absorb the "trap car" charge necessary to deliver the meat from the packing house to the freight station, pre-ice and furnish a refrigerator car, check and load the packages in station order, and pay for icing in transit. Moreover, the shipper would not have to pay any minimum charge, except the small minimum applicable to each shipment.

Desirable Business for Roads.

Many traffic experts freely express the opinion that "peddler" car traffic is the most desirable and most highly remunera-

tive less-than-carload traffic handled by the railroads. Moreover, the skill and knowledge of the packer practically eliminates claims for loss and damage due to improper handling by the carriers.

If the prayer of the complainant is granted lower rates will be conceded for use on these shipments, and the packer will not be required to pay as heavy a "penalty" charge on cars not earning the required minimum.

In the Southwestern territory the Interstate Commerce Commission prescribed "peddler" car rates on fresh meats and packing house products materially lower than the class rates. There is said to be no such differences in transportation conditions in the two territories as would justify the assessment of class rates in the Central Freight Association territory while conceding commodity rates in the Southwest. The former territory is a territory of tremendous traffic density and might properly be entitled to much lower rates.

Other Packers Will Appeal.

Reports indicate that similar action is contemplated on behalf of certain mid-western packers, who are anxious to participate in this case, and to also secure similar rates in the so-called Western trunk line and Trans-Missouri territories. Some of the Southern packers have also been contemplating similar action.

Summer Meat Courses for College Instructors

A special summer course in subjects relating to the meat packing industry was announced this week by the Institute of Meat Packing, which is conducted jointly by the Institute of American Meat Packers and the University of Chicago. The course will begin June 15 at the University and will continue four weeks.

The course will be open to a selected group of representatives of agricultural colleges and others interested in the teaching of subjects involving an understanding of the meat packing industry. They are also open to instructors in animal husbandry or agricultural economics who are recommended by the heads of their departments or the deans of their schools.

This course, according to the announcement, is especially planned for heads of departments whose particular interest lies in the packing field. It is intended to survey, in an intensive way, the most important features of the packing industry with the intention of giving a selected group an opportunity of learning a maximum amount about the industry in a minimum amount of time.

Teaching Instructors About the Industry.

The courses to be given include economics of the packing industry and live stock industry, organization and personnel, marketing of packinghouse products, and beef, pork, mutton, and veal operations.

The operations courses will be given by



WOMEN LEARN HOW MEAT SHOULD BE CUT UP.

This shows a class of women students in the Nutrition Department of the University of Cincinnati being given a practical demonstration on how to cut up beef. As a class lesson the fore and hind quarters of a steer were brought into the class room, and the students gathered around to learn meat cutting from a practical knife man, Henry A. Toerner, of the E. Kahn's Sons Co.

This is an example of the type of practical information on meats that is being given to college students at the present time, which is bound to have a beneficial effect and which will give a much better understanding of meat to consumers.

Dr. R. F. Eagle, chairman of the Committee on Packinghouse Practice and Research of the Institute of American Meat Packers, and Assistant to the President of Wilson & Company.

In connection with the courses in packinghouse operations, Dr. C. R. Moulton, director of the Department of Nutrition of the Institute, will discuss scientific aspects of the conservation of meats and the manufacture of packinghouse products.

Recent scientific developments have altered to a considerable extent methods of processing in the industry. The discussions by Dr. Moulton will be included in the courses in operations in such a way as to correlate the scientific basis of the processes with the operating processes as they are presented.

Well-Qualified Men to Teach.

The course in the economics of the packing industry is to be given by A. T. Kearney, head of the Department of Commercial Research of Swift & Company. E. N. Wentworth, director of Armour's Live Stock Bureau, will give the course on the economics of the livestock industry.

The course in the marketing of packinghouse products will give a somewhat detailed survey of the marketing of all of the leading packinghouse products. E. L. Rhoades, Assistant Director of the Institute of Meat Packing, will be in general charge of the course.

Detailed discussions of the marketing of each of the different types of product will be given by representatives from the sales departments of various packing companies.

A. H. Carver, of the Industrial Relations Department of Swift & Company, will give the course in organization and personnel. It is designed to present a general description of the types of organization commonly found in the packing industry, together with a survey of the various problems of personnel which arise.

WORTH OF LABORATORY GROWS.

The service laboratory of the Institute of American Meat Packers has more than doubled its volume of business in the last twelve months, according to a recent report, indicating that packers appreciate the opportunity to have their samples tested at economical prices by chemists experienced in analyzing packinghouse products.

The report, which was prepared by Dr. C. D. Lowry, chief chemist, also points out that many packers have entered into annual contracts with the laboratory for the testing of the products they sell and the supplies they buy, and that many other member companies patronize it whenever occasion arises. Since the date when the services of the laboratory were made available to non-members of the Institute, a number of outside packing companies and brokers have also taken advantage of the opportunities it offers.

Reports on ordinary samples are mailed within two days after receipt of the samples, and in some cases on the day the samples are received. Additional equipment has been added whenever a permanent need has developed.

In addition to making complete analytical

reports on samples tested, the laboratory staff interprets the results of the analyses in order to make sure that the customer understands the real significance of the results. These interpretations have brought many letters of appreciation from member companies.

The laboratory is in position to call upon other members of the Institute staff whenever unusual problems are presented, and broadens its service in many other ways.

All samples and all correspondence regarding samples should be addressed to The Service Laboratory, Institute of American Meat Packers, 9 South Clinton Street, Chicago, and not to the Institute offices at 509 South Wabash Avenue.

TALK TO MEAT STUDENTS.

John A. Kotal, Executive Secretary of the National Association of Retail Meat Dealers, and John C. Cutting, Director of the Department of Retail Merchandising of the Institute of American Meat Packers, acted as "guest conductors" of the class in Marketing and Live Stock Production of the Institute of Meat Packing one night last week at the Lipton Room, Stock Yard Inn, Chicago. The class, which is composed entirely of college graduates, gave both men good hands on their respective talks.

DAVISON GOES TO TEXAS.

H. R. Davison, director of the Institute's Department of Waste Elimination and Live Stock, left last week for Texas to attend the annual meeting of the Texas and Southwestern Cattle Raisers' Association. He also will visit several other cities in the South in connection with Institute affairs before returning.

SWIFT INTERNACIONAL YEAR.

Sales totalling over \$90,000,000 gold were reported by Swift Internacional for the year 1926, at the annual meeting of the stockholders in Buenos Aires, March 17.

While the sales tonnage showed an increase over that for 1925, prices obtained for both beef and mutton averaged materially lower, resulting in a margin of profit too narrow to cover the full dividend requirements of \$1,865,520.

In his statement to the shareholders, President Edward F. Swift said in part:

"While weight volume of sales for the year was in excess of 1925, the value was about the same, being more than \$90,000,000 gold.

"Due to unusually favorable climatic conditions in the Argentine, supplies of live stock in that country during 1926 were liberal, and on heavy weight cattle somewhat excessive. We have encountered difficulty in disposing of this class of beef, as it is discriminated against in the consuming markets.

"Beef of desirable weight has been in only fair demand, both in Great Britain and on the continent of Europe. Prices

obtained for both beef and mutton averaged materially lower than in 1925, and while our expectations of further reductions in operating expenses, referred to in last year's report, were realized, the margin of profit was too narrow to cover our full dividend requirements.

"Relations with our employees have been satisfactory.

"Conditions in the South American meat trade have undergone little change since our last report, severe competition having prevailed throughout the past year.

"Plants have been maintained in good physical condition. It has not been necessary to make any important capital expenditures during the year.

"The company has no funded debt. Money for current requirements has been in plentiful supply during the year at fair rates of interest.

"Our relations with the governments of the various countries in which we operate are amicable, and there are no indications of adverse legislation.

"As usual the declaration of the August, 1927, dividend will be considered by the directors about July 5, 1927."

The balance sheet as of December 31, 1926, is as follows:

ASSETS.	
	Argentine Gold.
Stock Investment, Book Value, December 31, 1926..	\$38,068,346.15
Due from Associated Companies	10,745,974.32
Cash in Bank	153,188.58
	\$48,967,509.05
LIABILITIES.	
Capital	\$22,500,000.00
Owing to Associated Companies	14,122,885.13
General Reserve	909,235.64
Surplus	11,435,388.28
	\$48,967,509.05
Profit and loss and surplus account, year ended December 31, 1926:	
	Argentine Gold.
Surplus as per statement December 31, 1925	\$12,370,005.95
Directors' and Auditor's Fees	9,200.00
	\$12,360,805.95
Dividends paid year 1926 out of surplus December 31, 1925:	
February	\$932,760.00
August	932,760.00
	1,865,520.00
	\$10,495,285.95
Gain 1926	940,102.33
Surplus December 31, 1926 ..	\$11,435,388.28

The officers of the company are Edward F. Swift, president; Charles H. Swift, vice-president; H. McLerie, vice-president; A. Nelson, vice-president and treasurer; C. Jacobi, secretary. The directors are Edward F. Swift, Charles H. Swift, C. O. Gorton and H. McLerie, all of Chicago; L. O. Barr, A. Nelson, C. F. McKim, C. Jacobi and M. A. Carranza of Buenos Aires.

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Meat Packers

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Meat Trade and Price Levels

Beef has been recognized as having a
highly fluctuating money value on the
American market, usually attributed to
sharp variation in supplies of cattle, and
to the entrance in given markets of special
foods which compete sharply for the con-
sumer's dollar.

The United States Department of Agri-
culture, however, analyzes the price situa-
tion from a somewhat different angle.
They list beef as one of several agricul-
tural commodities now fluctuating in a
narrow margin between an export and an
import basis. The department believes
commodities in this trade stage are subject
to great price fluctuation.

In one year the production may be a
little less than domestic consumption,
when home demand alone determines the
price.

In another year—such as that of 1926,
for instance, when the production of beef
exceeded domestic requirements—the
product becomes to a certain extent sub-
ject to world price conditions. A little
more beef was imported, in one form or
another, either as canned beef or chilled
beef, the latter finding a fairly ready outlet
on the Atlantic seaboard.

At any rate enough beef entered the
United States to cause cattle raisers to ask
for a heavier tariff on the imported prod-
uct, so that it would not offer too sharp
competition with the higher-priced home-
grown beef.

During 1926 the per capita consumption
of beef increased, due, no doubt, to the fact
that there was more and cheaper beef. At
the same time that of pork decreased, due
to the same reason in the other direction—
a scarcity of pork products accompanied
by a high price.

When the price level is such that the
consumer feels he can eat either beef or
pork freely, and that he does not need to
substitute something for it which costs
less, there will be little difficulty about a
heavy consumption of meat, and trade con-
ditions will suffer less disturbance than
they do during periods when prices are
high.

There is a fine line beyond which no one
makes money, either in raising livestock
or in manufacturing and selling meat.

Both packers and producers may feel
that the public is well employed and can
and will buy meat regardless of the price,
but this is true to only a limited extent.
Price is an enormously important factor
in the increase or decrease in meat con-
sumption and consequently in the quantity
of meat available for export.

The big problem is to find out a relative
price level at which the American produc-

tion of pork, beef and lamb can be
absorbed, and then to see if it is possible
to deliver this supply to the consuming
public at that price level.

When it is, results will be much more
satisfactory to both the livestock and the
meat industry.

Going at It the Wrong Way

The usual crop of bills providing a tax
on the manufacture and sale of margarine
have been introduced in a number of state
legislatures.

The support back of the measures seems
especially strong this year, and a deter-
mination is evident to see that the sale of
this product is hampered as much as pos-
sible.

There is no more reason why a packer,
wholesaler or retailer should be forced
to pay a tax on margarine than on hams,
bacon, lard or vegetable shortening. It
would be just as logical for the packing
industry to attempt to have a tax placed
on all vegetable shortening manufacturers
and distributors because it competed with
lard.

If vegetable shortening is making in-
roads on lard sales, then packers know
they must improve their manufacture and
their advertising and selling practices to
meet the competition. If margarine is
making inroads on butter, then the butter
manufacturers should improve their prod-
uct and their sales practices to compete
effectively and not attempt to get protec-
tion through legislation.

The fact that the principal product of
oleomargarine comes from the properly
slaughtered and government-inspected
beef steer should make it no more liable
to tax than butter made of the butterfat
produced by the dairy cow. Each is a
cattle product and as such, when pure, is
entitled to move with equal freedom in
trade channels.

If the dairy industry directed as much
and as persistent efforts to improving the
quality of all butter marketed as it does
to attempts to hamper the manufacture
and sale of oleomargarine, neither import-
ed butter nor margarine would prove such
serious competitive factors.

Measures unfair to the manufacture and
free movement of oleomargarine in the
trade have been introduced in legislatures
in the following states: Montana, Mis-
souri, Minnesota, Nebraska, Iowa, Indiana,
Colorado, California, Pennsylvania, Mary-
land, North Dakota and Ohio.

Every packer and beef cattle raiser with-
in these states should do his best to see
that lawmakers and the public are in-
formed of the discriminatory nature of
these bills.

PRACTICAL POINTS FOR THE TRADE

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Making Corned Beef

Everybody wants to make good corned beef. It is a widely used product and when properly prepared always commands a good sale.

An Eastern packer writes as follows regarding this specialty:

Editor The National Provisioner:

We want to make corned beef and would like some good formulas. Please send us instructions for different methods of putting up this product.

The inquirer asks for instructions for making corned beef. He does not state whether he wishes to make the ready to serve corned beef in molds, or whether he wants to corn pieces of beef for sale as such.

Following are formulas for making corned beef in both large and small lots:

In order to produce an A-1 corned beef, it must be put away as fresh as possible.

Make a salt brine of about 65 deg. strength on the salometer. To a half barrel of plain pickle add 2 lbs. of granulated sugar and a quarter of a pound of saltpeter. Stir well and take out all skimmings.

About 14 days will cure the product thoroughly. Put the entire barrel down at a time. Don't add pieces from time to time.

To cure in 100 lb. lots, use

2½ lbs. salt

1 lb. granulated sugar

4 oz. granulated saltpeter

Cover the bottom of the barrel with a little salt, and rub each piece with the mixture and pack tight in barrel. Weigh the meat down and pour in some pickle, enough to fully cover. Repack after five days. This makes a fine product in two weeks time.

Another formula, for curing on a larger scale is as follows:

50 gals. boiled water

95 lbs. salt

7 lbs. 8 oz. granulated sugar

2 lbs. 11 oz. double refined nitrate of soda or saltpeter.

This should make a sufficient quantity of pickle to cure 900 or 1,000 lbs. of meat, figuring about 5½ gals. of pickle to each 100 lbs. of beef.

The meat should be well submerged in the pickle and the barrel or tierce covers weighted down. Overhaul at about 5, 10 and 15 days after putting down.

The product should be carried as near curing temperatures as possible, namely 36 to 38 degs. F.

Corned Beef in Molds.

For pressed corned beef in molds, put the whole pieces of meat in nets and cook at boiling temperature for one to one and one-half hours, depending upon the size of the pieces. Do not cook too long or too tender, as it must be recooked later.

When taken out of the cook vat, cut the meat in pieces or strips to fit the press or mold. Then place in mold until well filled and apply air pressure.

The press or mold is then placed in the

cooking vat and cooked at boiling point just long enough for the product to bind in the press.

When thoroughly cooked, do not remove from the mold, but place mold and meat in cooler at a temperature of 36 to 40 degs. until ready for sale or shipment.

If the product is to be shipped, remove from press and wrap in paper specially designed for the purpose, and place singly in wood or fiber boxes.

Ham Curing Troubles

A packer who is unable to get lower cellar temperatures asks for curing formulas for hams and bacon adaptable to those temperatures. He says:

Editor The National Provisioner:

We have been having trouble with our hams and bacon coming out of cure, due to unsatisfactory cellar temperatures. The temperature shows considerable variation, much of the time being too warm, due to inadequate refrigeration.

We are not in shape to rebuild our cellars or increase our refrigeration just yet, and the thought occurred to us that you might be in position to give us a formula for fancy hams and bacon to be cured at a temperature between 37 and 45 degs.

We are now figuring on additional refrigeration, but it will be some little time before we can install it. Can you make any suggestion to help us in the meantime?

This inquirer is having trouble with his hams due to unsatisfactory curing cellar temperatures. He plans to have adequate refrigeration in the near future, but wants to continue curing hams under the unfavorable temperature at present.

This seems to be a rather serious un-

dertaking, considering the high cost of live hogs and the uncertainty in the market. This makes it all the more essential for the product to be handled in the proper manner, in order to obtain the best prices when merchandising.

Can't Make No. 1 Product.

There are many packers who are likely to be competitors and who handle their product to the very best advantage, giving it careful supervision by the best packinghouse talent that can be secured. This is the class of product that hams cured under unsatisfactory conditions have to compete with, as it is likely that this inquirer will turn out a No. 2 product.

This means catering to a different class of trade, one that does not object to a salty flavor and slight shank sours or other "off" conditions. Consideration also must be taken of the high cost of product going into cure, and the loss that is almost sure to be sustained in merchandising in this manner.

Another serious difficulty faced in manufacturing second-grade product is that when the inquirer is in position to manufacture a first-class ham he will have to live down the reputation he has established in the trade of having a poor product.

Curing Under High Temperatures.

However, if this inquirer insists on continuing curing under the conditions described, the following suggestions are given to obtain the best product possible.

The temperatures as mentioned are highly fluctuating—37 degs. is not bad, 42 is along the danger line, and 45 is dangerous.

In all probability the thought of a mild-cured ham will have to be dismissed. It might be well to rub each ham with a little salt, and be sure and pump the shank well on the put-down, also aitch bone and stifle joint.

In pumping under these conditions, use regular curing pickle brought up to 100 degs. strength with salt, adding about 5 oz. of nitrate of soda to each 100 gals. of pickle.

The hams should be overhauled at proper intervals, and the pickle kept sweet. In temperatures ranging from 37 to 45 degs. it will be necessary to use considerable precaution, and test the pickle daily to see if it is sweet. If a vat or tierce of product is discovered that shows pickle sour, transfer the product immediately to another curing container, and replace with pickle of about the same strength.

Chilling Is Important Also.

Only curing temperatures are mentioned by the inquirer. He does not mention another essential part of the process, and that is the thorough chilling of the hogs and joints before going into cure. If there is any faulty handling here, or highly fluctuating temperatures in the chilling of this product, then trouble may be looked for.

Do you use this page to get your questions answered?

Smoked Meat Tests

Do you know what your smoked meats cost you, wrapped and packed and ready to ship?

Have you an accurate method of figuring your cost, all the way from the loose cured meats to the finished product? Do you figure in everything, including shrinkage, labor, operating costs, supplies, etc.?

In figuring smoked cost from cured do you divide price by yield, or multiply by shrink? One way is wrong and will cost you money.

The article which ran in THE NATIONAL PROVISIONER on "Short Form Smoked Meat Tests" has been reprinted and may be had by subscribers by sending in the attached coupon, together with a 2c stamp.

The National Provisioner,
Old Colony Bldg., Chicago, Ill.

Please send me reprint on "Short Form Smoked Meat Tests." I am a subscriber to THE NATIONAL PROVISIONER.

Name

Street

City

Enclosed find 2-cent stamp.

French Liver Sausage

A sausage maker with an outlet for fancy product wants to know how to make French liver sausage. He says:

Editor The National Provisioner:

I have been asked for French liver sausage but I do not know how to make it. We understand it is a high grade product but we cater to a good retail trade and believe we would have an outlet for it.

Following is a good formula for French liver sausage:

Meats:

100 lbs. liver
25 lbs. raw leaf lard
25 lbs. veal

Seasoning:

6 oz. white pepper
20 oz. salt
3 lb. truffle
1 qt. white wine

Scald liver in hot water for five minutes. Chop very fine and rub through sieve. Chop veal very fine and rub through sieve. Chop leaf lard medium fine. Put all meat in mixer, add seasoning and mix well.

Stuff the mixture in large hog bungs and handle the same as Braunschweiger. Cook from 50 minutes to 1 hour and 15 minutes, according to size.

The above can also be handled in metal containers holding 5 lbs. If handled in metal containers use muslin. Put the muslin in the box, fold over top and fasten lid down.

Notice that truffle is given in the seasoning. Truffle is very expensive and hard to secure. It comes in small cans in two forms, the cut and the whole. The cut is cheaper and will answer as well as the whole.

This sausage is very expensive to make and it is hard to put it on the market at a profit.

Quick Cure for Bellies

The practice of quick-curing dry salt bellies is sometimes followed by packers when the market is strong. A Southern packer wants to know about this practice. He says:

Editor The National Provisioner:

We understand that some packers cure heavy bellies in pickle and after they are in pickle anywhere from 10 days to two weeks they take them out and put them in dry salt.

We would appreciate knowing just how this is done and what results are secured, also what gain the product makes.

When this method of curing heavy bellies is followed, the product is put in pickle for about 10 days and then put in dry salt. Some prefer to have the dry cure during the first part of the period and the pickle in the latter part.

An average gain of only about $\frac{1}{4}$ per cent over that of the regular dry salt cure is made when bellies are handled in this manner.

Such bellies must not be allowed to remain in the pickle too long (only about 10 days) as they develop a high color undesirable in dry salt meats.

There is some advantage in shortening the curing time by this method of handling on a strong market, but otherwise it is better to put the product down in the regular way.

Inside Stuff!

What's going on in the plant told by the men themselves

Letters of a Plant Boy to His Pal

X—Does the New System Work Out?

(This is the tenth of a series of letters written by an employee in an up-to-date packing plant to a friend in another city.)

Packingtown, March 9.

Dear Grover:

We are beginning to have some arguments at our plant between the foremen and the Supe and mister Wheeler from the main office, about whether this thing is going to be good in all departments, and all that kind of stuff.

And what are they going to do on the chain gangs like the head bench, and that kind of stuff?

Some of the jobs always have been on piece work. And if we put the new system into effect in these departments, where they already got piece work, somebody is going to quit—'cause our studies showed that some of these piece-work jobs are too high.

The fellows are making \$6 and \$7 now, and if they was to actually speed up and do all that they could according to our studies, they probably would be making sixteen or eighteen bucks a day!

Problem of the Knife Men.

Some of these guys are pretty good knife men, and it will be pretty hard to get them covered or to break somebody else in if they quit.

It looks now like maybe they won't want to put it in some of the departments where they got piece work. Mister Cheatwoode says he knows how it can be worked out, but he won't say anything until his boss comes down and fights it out with the people at the main office.

I know we had one job where there is nine men working—and only two of them was working piece work and the rest of

them is working day work. If we could put the whole gang on this new system of piece work, we could run the job with six men—maybe five.

But what are we going to do with these two guys that are now working on piece work—that is the question? I got my own idea what I would do, but when I tell mister Cheatwoode about it he just smiles, but he don't say anything.

When the Supe Got Sore.

Those guys in that department are drawing more than a thousand dollars apiece, and that means more than four thousand dollars a year saving. And I can't see how it's going to cost a couple of thousand dollars to train a couple of knife men, even if those two guys do quit when we cut their piece-work rate!

I got it figured out that, if you put the whole gang on piece work, these guys would really take home more money than they dare take home now.

I told that to the Supe the other day, and he got kind of sore, especially when I said about the four thousand dollars, and two knife men being worth four thousand dollars!

I guess I don't understand all the workings of this thing, and who are for it and not for it. I know when I told mister Cheatwoode about talking to the Supe he just laughed his head off and said:

"Oh, boy! oh, boy! Some day you will learn to keep your mouth shut!"

Savings Begin to Show Up.

We got quite a few departments now working on this basis. They are not really departments, but they are sections as shown on the cost sheet. They are showing up in pretty good shape, and the main office is beginning to sit up and take notice.

Some items show savings of as much as forty per cent. But when you come to figure them out in dollars and cents the amount of cash involved don't amount to a row of pins.

I know one item where the tonnage is very small, and we showed a cost reduction for the past sixty days as against the average for last year of darn near forty per cent. The main office spent quite a little time writing letters back and forward trying to find out whether that was so or not.

Wise Cracks by the Cost Expert.

Then when we proved our case they handed us a nice compliment. But the amount of cash actually involved was less than three hundred dollars, and the savings probably not more than about one hundred twenty dollars a year.

That is just the way it is with those "wise crackers" in the cost department in the main office.

We show darn near four cents a hundredweight saving in the Sweet Pickle department and it runs up into a big pile of jack, and they don't say a darn thing about that.

But some lousey little item that don't mean anything at all they start to investigate. I had to put in three days—about ten hours a day and about four or five hours at night after supper—answering all the darn questions that they asked. But that is just the way they do it!

Well, that will be about all this time. Will write you again, maybe, when I get time.

Your friend,

JOE WALSH.

(In his next letter Joe tells how he used his scrap-book of clippings from THE NATIONAL PROVISIONER to check up on what's going on in the plant.)



THE MAIN OFFICE IS TAKING NOTICE.

This is a Time for Every Packer to Keep Track of His Costs

Dullness has been a feature of the wholesale market in provisions and lard, with selling prices on most products generally lower. No excessive runs of hogs have been evident to bring about this condition. It can be attributed in part to the off season, to the weakness in the export outlet and perhaps to a product price level a little too high for a considerable percentage of consumers.

There has seemed to be no feature to the speculative trend in pork products and lard, and much of the buying of product has been by packers who have found it more profitable to buy than to slaughter for their entire needs. Some packers have

appeared to feel that they would prefer to shift the killing loss to the other fellow's shoulders, as they were able to realize on product bought at the going market and processed.

Apparently demand is not as strong as it has been in similar periods, and there is a hard struggle for volume. Speaking of conditions in a representative territory, one packer salesman said:

"Conditions here were no better this week. Everyone seems to be tonnage mad and trying to hold up to last year's business, and it is not here for anyone. Every packer on this market is in the same condition we are, showing a decrease in business with plenty of losses."

If selling conditions in most territories

are in any sense similar to these, packers generally must be paying more for their hogs than they can get out of them at the present time.

The value of product should be checked very carefully against live hog costs. This can be done only by figuring the hog test every day.

Packers should make their own cutting tests from time to time and see just how their hogs yield according to their method of cutting. These yield figures should be revised from time to time as hog quality varies.

The test shown below is worked out on the basis of average hog yields at Chicago at the present time based on packer dress, that is, head off and leaf out. Tongue, heart, liver, kidneys, etc., are included under "edible offal" and cheek meat, head trimmings, etc., under "trimmings." The prices used are those prevailing at Chicago on Thursday, March 17.

SHORT FORM HOG TEST

Columns headed PRICE and AMOUNT are figured from product prices in "The National Provisioner Daily Market Service" of March 17, representing actual transactions, Chicago, that date.

Product.	180 lbs.				200 lbs.				250 lbs.			
	Avg.	Percent live wt.	Price	Amount	Avg.	Percent live wt.	Price	Amount	Avg.	Percent live wt.	Price	Amount
Reg. Hams	10/12	13.90	.21 $\frac{1}{4}$ ¹	\$2.95	12/16	13.75	.19 $\frac{5}{8}$ ¹	\$2.70	14/18	13.50	.19 $\frac{7}{8}$ ¹	\$2.68
Picnics	4/5	5.50	.14 $\frac{3}{4}$ ²	.81	5/7	5.60	.14 ²	.78	6/8	5.50	.13 $\frac{1}{2}$ ²	.74
Boston Butts		4.10	.18 $\frac{3}{4}$ ³	.77		4.00	.18 $\frac{3}{4}$ ³	.75		4.00	.18 $\frac{3}{4}$ ³	.75
Pork Loins (blade in) ..	6/8	9.50	.24 $\frac{3}{4}$ ⁵	2.35	8/10	9.10	.24 ³	2.19	10/14	8.50	.20 $\frac{3}{8}$ ³	1.73
Bellies	8/10	11.50	.23 ²	2.65	8/14	10.70	.21 $\frac{1}{2}$ ²	2.30	12/16	5.50	.18 $\frac{7}{8}$ ²	1.04
Bellies									16/20	6.00	.17 $\frac{1}{4}$ ⁴	1.04
Fat Backs									8/12	5.00	.09 $\frac{1}{4}$ ⁴	.37
Plates and Jowls		1.75	.09 ⁴	.16		2.00	.09 ⁴	.18		2.00	.09 ⁴	.18
Raw leaf		1.75	.10 $\frac{3}{4}$ ²	.19		2.00	.10 $\frac{3}{4}$ ²	.22		2.50	.10 $\frac{3}{4}$ ²	.27
P. S. lard, rend. wt.		11.70	.1147 $\frac{1}{2}$	1.34		13.75	.1147 $\frac{1}{2}$	1.58		13.00	.1147 $\frac{1}{2}$	1.49
Spare ribs		1.15	.13 $\frac{3}{4}$ ⁴	.15		1.00	.13 $\frac{3}{4}$ ⁴	.13		1.00	.13 $\frac{3}{4}$ ⁴	.13
Lean trimmings		1.60	.08 $\frac{1}{4}$ ⁴	.13		1.50	.08 $\frac{1}{4}$ ⁴	.12		1.50	.08 $\frac{1}{4}$ ⁴	.13
Rough feet		1.60	.03 $\frac{1}{2}$	.06		1.25	.03 $\frac{1}{2}$	.04		1.25	.03 $\frac{1}{2}$	.04
Tails		0.15	.13	.02		0.10	.13	.01		0.10	.13	.01
Neck bones		0.80	.03 $\frac{1}{2}$	.03		0.65	.03 $\frac{1}{2}$	.02		0.65	.03 $\frac{1}{2}$	.02
Total cutting yield.....		65.00				65.40				70.00		
Total cutting value (100 lbs. live wt., Chicago)				\$11.61				\$11.02				\$10.62

¹ $\frac{3}{4}$ c per pound has been deducted from market price for accumulating and freezer shrink, loading expense, selling commission, etc. The discount on account of the percentage of No. 2 hams is also included in this deduction.

² $\frac{1}{2}$ c per pound has been deducted from market price for accumulating and freezer shrink, loading expense, selling commission, etc.

³1c per pound has been deducted for selling and delivery expense and for shrink.

⁴1c per pound has been deducted for labor and expense in curing.

All prices are figured on a loose basis.

Here's where you figure your net returns (based on 100 lbs. live weight, Chicago):

TOTAL CUTTING VALUE (from above)	\$11.61	\$11.02	\$10.62
Edible and inedible killing offal value.....	.60	.56	.49
TOTAL GROSS VALUE.....	\$12.21	\$11.58	\$11.11
CHARGES			
Hogs cost alive per 100 lbs.			
Add freight, bedding, etc., if any.....	\$11.70	\$11.60	\$11.20
Buying, driving, labor, refrigeration, repairs and plant overhead.....	.63	.57	.47
Killing condemnations and death losses in transit (say 1 per cent of live cost).....	.12	.12	.11
TOTAL OUTLAY per 100 lbs. alive:	\$12.45	\$12.29	\$11.78
Deduct TOTAL OUTLAY from TOTAL GROSS VALUE to get profit or loss per 100 lbs.			
Loss per cwt.....	\$0.24	\$0.71	\$0.67
Loss per hog.....	\$0.43	\$1.42	\$1.67

The cost figures and expense deductions given above are furnished by a representative packing company. They are merely for purposes of illustration, and undoubtedly will vary slightly from the figures of other companies.

PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the barrel except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

Market Irregular—Hogs About Steady—Cash Trade Fair—Stocks Increased Moderately—Speculative Trade Small.

The market for hog products the past week has been irregular over narrow limits, prices advancing for a time under scattered commission house buying and covering with a fair cash demand and limited offerings. On the upturn, evidence of renewed selling by packers brought about commission house liquidation and made for an unsteady undertone. Sentiment was well divided.

There appeared to be a fair amount of spreading between lard and cotton oil and the lard market at times was influenced by the trend in oil prices. Conditions surrounding the market have not shown much change the past week.

Meat Demand Less Active.

Increases in the stock were moderate, while demand for meats appeared to be less active. On the other hand, domestic demand for lard was fair, but foreign absorption was again reported on a very limited scale. The consumption of cotton oil during February was heavy, and undoubtedly partly at the expense of lard.

The average weight of hogs at Chicago last week was 239 lbs. against 238 lbs. the previous week and 246 lbs. a year ago. The average price of hogs at Chicago was \$11.55 against \$11.40 a week ago, and \$12.05 a year ago. Production of lard during February was officially reported at 120,370,000 lbs. compared with 126,905,000 lbs. in February last year, and a five-year average of 152,937,000 lbs.

Increase in Stocks of Lard.

Stocks of lard in cold storage plants of the country at the beginning of the month were 77,390,000 lbs. against 76,145,000 lbs. a year ago, which compared with the five-year average of 83,416,000 lbs.

At Chicago, lard stocks increased 1,272,000 lbs. the first half of March to a total of 30,748,000 lbs. against 23,556,000 lbs. last year. The stock of lard in all positions is not burdensome although liberal. However, the supply of oil in all positions was 2,045,000 bbls. at the beginning of the month, with estimates that possibly another 300,000 bbls. will be received in the shape of seed, the balance of the season.

While the price of lard is looked upon as quite reasonable at the moment, there appears to be some disposition to look for some increase in the run to market for a time, but the season of the year is rapidly approaching when fieldwork will command the attention of the farmer rather than marketings.

Price to Regulate Foreign Demand.

One of the leading exporters at the seaboard said that as far as the foreign demand was concerned, it was purely a case of prices. With reasonable levels, European lard demand will be on a somewhat better scale, than has been noted of late, but should the market advance materially, he felt the foreigner would continue to look towards other directions for his requirements of fats.

The total stocks of meats in cold storage at the beginning of the month were placed at 823,590,000 lbs. which compares with 745,708,000 lbs. last year and a five-year average of 909,321,000 lbs.

With the spring-like weather that has prevailed the past two weeks there has

been some falling off in demand for meats, but a return of colder weather in the Northwest, which was expected to over-spread a good part of this country, might stimulate the demand within the near future. At any rate, stocks of meats in all positions are not burdensome, although comparatively liberal.

In several quarters it is contended that there is a close adjustment between available supplies of corn and requirements the balance of the season and considerable talk is current of a concerted long interest in May corn. With any material advance in corn prices, some question seriously the possibilities of getting hogs down materially.

PORK—The market was quiet but firm, with mess at New York quoted at \$37.50; family, \$39.50@41.50; and fat backs, \$30@33. At Chicago, mess was quotable at \$37.

LARD—Domestic demand continues fairly good but foreign demand limited. At New York, prime western quoted at \$13.00@13.10; middle western, \$12.85@12.95; city, 12½¢; refined continent, 13½¢;

South America, 14¾¢; Brazil kegs, 15¾¢. Compound at New York quoted at 11¢. At Chicago, regular lard in round lots quoted at March price; loose lard at 95¢ under May; and leaf lard \$1.20 under May.

BEEF—The market was steady but quiet with mess New York, \$19@21; packet, \$19@21; family, \$21@22; extra India mess, \$34@36; No. 1 canned corned beef, \$2.50; No. 2 at \$4.25; 6 lbs. at \$12.75; and pickled tongues at \$55@60 nominal.

SEE PAGE 41 FOR LATER MARKETS.

EUROPEAN PROVISION CABLES.

The market at Hamburg was weak, says J. E. Wrenn, American Trade Commissioner, Hamburg, Germany, in his weekly cable to the U. S. Department of Commerce. Receipts of lard for the week were 1,700 metric tons.

Arrivals of hogs at 20 of Germany's most important markets were 97,000, at a top Berlin price of 14.28¢ a pound, compared with 88,000, at 18.17¢ a pound, for the same week last year.

The market at Liverpool was weak with arrivals of continental bacon above the demand.

The total of pigs bought in Ireland for bacon curing was 14,000 for the week, compared with 15,000 last year.

The estimated slaughter of Danish hogs for the week ending March 11, 1927, was 97,000.

PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ending March 12, 1927, with comparisons, are reported by the U. S. Department of Commerce, as follows:

	Mar. 12, 1927.	Week ending— Mar. 12, 1927.	Mar. 13, 1927.	Mar. 5, 1927.	Mar. 12, 1927.
	M lbs.	M lbs.	M lbs.	M lbs.	M lbs.
Ham and Shoulders, Including Wiltshires.					
Total	688	800	578	14,277	
To Belgium	0	0	0	3	
United Kingdom	545	608	476	11,761	
Other Europe	0	0	0	98	
Cuba	28	194	90	1,241	
Other Countries	115	82	42	1,174	

Bacon, Including Cumberlands.					
Total	2,511	3,826	4,556	29,435	
To Germany	361	0	201	988	
United Kingdom	1,501	2,998	3,637	20,638	
Other Europe	613	784	657	4,636	
Cuba	1	1	0	2,428	
Other Countries	35	73	61	745	

Lard.					
Total	5,888	12,281	14,020	127,495	
To Germany	278	5,205	6,183	20,348	
Netherlands	322	1,187	861	12,352	
United Kingdom	2,578	3,216	3,755	41,460	
Other Europe	808	606	1,447	12,513	
Cuba	628	1,051	148	15,340	
Other Countries	1,379	896	1,626	16,473	

Pickled Pork.					
Total	304	211	165	3,351	
To United Kingdom	78	0	26	502	
Other Europe	2	82	2	166	
Canada	138	91	104	1,085	
Other Countries	86	38	33	1,656	

TOTAL EXPORTS BY PORTS WEEK MAR. 12.

	Hams and shoulders, M lbs.	Bacon, M lbs.	Lard, M lbs.	Pickled pork, M lbs.
Total	688	2,511	5,888	304
Boston	15	0	25	44
Detroit	530	544	1,214	32
Port Huron	0	30	88	136
Key West	28	1	281	0
New Orleans	115	5	1,500	44
New York	0	1,031	2,052	48
Philadelphia	0	0	118	0
Portland, Me.	0	0	0	0

DESTINATION OF EXPORTS.

Exported to:	Hams and shoulders, M lbs.	Bacon, M lbs.	Lard, M lbs.
United Kingdom (total)	545	1,501	
Liverpool	400	682	
London	15	790	
Manchester	0	16	
Glasgow	0	29	
Other United Kingdom	101	13	
Exported to:			Lard, M lbs.
Germany (total)			278
Hamburg			138
Other Germany			140

	Hamburg.	Stocks.	Demand.	Prices Cents per lb.
Refined lard	Med.	Med.		@14.17
Fat backs, 8-10 lbs.	Med.	Poor		"
Other fat backs	Med.	Poor		"
Frozen pork livers	Med.	Poor		@ 5.67
Extra oleo oil	Med.	Poor		@12.63
Extra oleo stock	Med.	Poor		@12.25
Rotterdam.				
Extra neutral lard	Med.	Poor		15.79@15.92
Refined lard	Med.	Med.		@15.83
Extra oleo oil	Med.	Med.		13.86@12.74
Prime oleo oil	Med.	Med.		@11.83
Extra oleo stock	Med.	Poor		@12.19
Extra premier jus	Hvy.	Good		8.37@ 8.55
Prime premier jus	Hvy.	Good		"
Liverpool.				
Hams, AC, light	Med.	Poor		\$2.13@22.57
Hams, AC, heavy	Med.	Poor		\$2.13@22.57
Hams, long cut	Med.	Poor		\$2.13@22.57
Cumberlands, light	Med.	Poor		18.01@18.45
Cumberlands, heavy	Med.	Poor		18.01@18.45
American Wiltshires	Med.	Poor		
Square shoulders	Med.	Poor		15.62@16.06
Picnics	Med.	Poor		16.06@16.93
Clear bellies	Med.	Poor		16.99@20.40
Refined lard boxes	Med.	Poor		@14.32

* Not quoted.

MEAT IMPORTS AT NEW YORK.

Imports of meats and meat products received at the port of New York for the week ending March 12, 1927, are reported officially as follows:

Point of origin.	Commodity.	Amount.
Canada—Quarters of beef		199
Canada—Calf carcasses		183
Canada—Lamb carcasses		100
Canada—Hog carcasses		20
Canada—Smoked meat		5,763 lbs.
Canada—Pork tenderloins		900 lbs.
Canada—Pork cuts		133,410 lbs.
Canada—Ox tongues		1,465 lbs.
Canada—Calf livers		792 lbs.
Canada—Sweet pickled pork		47,620 lbs.
Canada—Veal cuts		8,973 lbs.
Argentina—Corned beef in tins		354,320 lbs.
Argentina—Sweet pickled pork		1,210 lbs.
Argentina—Tongues in tins		600 lbs.
Germany—Sausage in tins		1,140 lbs.
Germany—Smoked pork		3,402 lbs.
Germany—Bouillon cubes		2,297 lbs.
Germany—Sausage		820 lbs.
Holland—Cooked hams in tins		203 lbs.
Uruguay—Corned beef in tins		503,200 lbs.
Italy—Sausage		7,401 lbs.
Italy—Smoked pork		742 lbs.
France—Sausage		963 lbs.
Ireland—Smoked pork		3,950 lbs.

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FEB. LIVESTOCK MOVEMENT.

Receipts and disposition of livestock at public stockyards in the United States for the month of February, 1927, are announced by the U. S. Department of Agriculture as follows:

CATTLE AND CALVES.			
	Receipts	Local slaughter	Total shipments
Total.....	1,553,982	1,012,084	537,275
Incr. or decr.....	+2,945	-845	+5,727
Per cent.....	+0.2	-0.1	+1.1
Feb. avg., 5 years.....	1,476,153	918,099	554,361
1922-1926.....	1,476,153	918,099	554,361
Incr. or decr.....	+77,829	+93,985	-17,086
Per cent.....	+5.3	+10.2	-3.1
CALVES.			
Total.....	474,271	353,470	126,070
Incr. or decr.....	-11,393	-1,595	-14,269
Per cent.....	-2.3	-0.4	-10.2
Feb. avg., 5 years.....	426,960	316,599	117,597
1922-1926.....	426,960	316,599	117,597
Incr. or decr.....	+47,281	+36,961	+8,473
Per cent.....	+11.1	+11.7	+7.2
HOGS.			
Total.....	3,308,350	2,005,511	1,315,028
Incr. or decr.....	-63,777	-29,497	-29,895
Per cent.....	-1.9	-1.4	-2.2
Feb. avg., 5 years.....	4,273,875	2,675,694	1,609,590
1922-1926.....	4,273,875	2,675,694	1,609,590
Incr. or decr.....	-965,525	-670,093	-294,532
Per cent.....	-22.6	-25.0	-18.3
SHEEP AND LAMBS.			
Total.....	1,496,108	829,197	666,904
Incr. or decr.....	+10,444	-33,555	+53,515
Per cent.....	+0.7	-3.9	+8.7
Feb. avg., 5 years.....	1,410,286	753,558	657,181
1922-1926.....	1,410,286	753,558	657,181
Incr. or decr.....	+85,822	+75,630	+11,823
Per cent.....	+6.1	+10.0	+1.8

*Compared with February, 1926.

MEATS AND LARD TO CANADA.

Pork and lard imports into Canada during January, 1927, with comparisons, are reported as follows to the U. S. Department of Commerce:

	Jan. 1927.	Jan. 1926.	12 mos. ending Jan. 1927.
	(Pounds)	(Pounds)	(Pounds)
Pork, fresh, chilled or frozen.....	121,701	1,006,776	2,317,745
Bacon and hams, shldrs. and sides, cured.....	12,814	29,796	1,384,839
Pork, brd. in brine.....	261,300	822,800	8,208,270
Pork, dry-salted.....	45,757	392,372	1,700,295
Sausage.....	33,874	26,688	387,050
Lard.....	830,219	817,323	2,237,514
Lard compounds.....	11,275	47,888	1,009,753

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Owing to the rapid expansion of their business, Mike and Milton Greenwald, of Greenwald Sons Co., well-known Baltimore packers, have established central offices and city distribution headquarters in downtown Baltimore, at 131 W. Pratt street. The slaughtering will be carried on as usual at the Union Stock Yards plant.

The new office location will be more convenient and will provide new and enlarged facilities for serving the company's growing trade.

BRITISH PROVISION STOCKS.

(Special Report to The National Provisioner.)

Stocks of provisions on hand at Liverpool on March 1, 1927, with comparisons for last month and last year, as estimated by the Liverpool Trade Association, are as follows:

	Feb. 28, 1927.	Feb. 28, 1926.	Jan. 31, 1927.
	Cwts.	Boxes.	Cwts.
Bacon.....	41,434	13,062	43,083
Hams.....	25,607	5,133	22,622
Shoulders.....	5,130	927	3,227
Lard (P.S.W.) tons.....	586	780	463
Lard (Refined), tons.....	1,508	763	1,438

Imports into Liverpool for the month of February:

Bacon (including shoulders).....	63,672 Cwts.
Hams.....	31,640 Cwts.
Lard.....	2,656 tons

The approximate weekly consumption of Liverpool stocks is given below:

	Bacon.	Hams.	Lard.
	Cwts.	Cwts.	tons.
Feb., 1927.....	15,854	7,164	643
Jan., 1927.....	14,692	8,106	719
Feb., 1926.....	5,236	2,930	755

CHICAGO MID-MONTH STOCKS.

Stocks of provisions at Chicago at the close of business on March 14, 1927, with comparisons, are announced by the Chicago Board of Trade as follows:

	Mar. 14, 1927.	Feb. 28, 1927.	Mar. 14, 1926.
Mess pork new, made since Oct. 1, '26, bris.....	407	268	1,151
P. S. lard, made since Oct. 1, '26, lbs.....	23,166,768	22,012,102	20,196,586
P. S. lard, made Oct. 1, '25, to Oct. 1, '26 4,092,604	4,248,506		
Other kinds of lard.....	3,490,488	3,216,831	3,300,132
S. R. Sides, made since Oct. 1, '26, lbs.....	142,095	72,800	490,000
D. S. cl. bellies, made since Oct. 1, '26.....	7,374,509	6,109,812	16,102,567
D. S. cl. bellies made prev. to Oct. 1, '26.....			63,603
D. S. rib bellies, made since Oct. 1, '26.....	1,592,591	829,174	1,960,230
D. S. rib bellies, made prev. to Oct. 1, '26.....			220,842
Ex. sh. cl. middles, made since Oct. 1, '26, lbs.....	252,141	237,716	250,303

BOSTON MEAT SUPPLIES.

Receipts of western dressed meats and slaughter under federal and city inspection at Boston, Mass., are officially reported as follows for the week ending March 12, 1927, with comparisons:

	Week ending Mar. 12.	Prev. week.	Cor. week, 1926.
Western dressed meats:			
Steers, carcasses.....	2,280	2,500	1,965
Cows, carcasses.....	2,764	2,915	2,202
Bulls, carcasses.....	50	89	55
Veals, carcasses.....	1,205	1,102	1,234
Lambs, carcasses.....	14,021	15,500	16,515
Mutton, carcasses.....	536	418	390
Pork, lbs.....	514,802	648,188	582,764
Local slaughters:			
Cattle.....	1,212	1,202	1,292
Calves.....	2,631	1,998	2,399
Hogs.....	11,408	11,568	11,340
Sheep.....	3,562	3,714	3,758

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CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers for the week ending March 10, 1927, with comparisons:

BUTCHER STEERS.			
	1,000-1,200 lbs.		
	Week ended Mar. 10.	Previous week.	Same week, 1926.
Toronto.....	\$ 8.35	\$ 7.70	\$ 8.40
Montreal (W).....	7.05	7.05	7.75
Montreal (E).....	7.05	7.05	7.75
Winnipeg.....	7.25	7.00	6.75
Calgary.....	6.50	6.50	6.50
Edmonton.....	7.00	7.00	6.50
Pr. Albert.....	6.00	4.50	.....
Moose Jaw.....	7.25	7.00	.....
VEAL CALVES.			
Toronto.....	\$13.50	\$14.00	\$14.50
Montreal (W).....	11.00	12.00	11.50
Montreal (E).....	11.00	12.00	11.50
Winnipeg.....	11.00	10.50	10.50
Calgary.....	9.25	9.00	8.00
Edmonton.....	11.00	11.00	10.00
Pr. Albert.....	7.00	.....	.....
Moose Jaw.....	11.00	11.00	.....
SELECT BACON HOGS.			
Toronto.....	\$12.50	\$12.77	\$15.36
Montreal (W).....	13.10	13.25	14.75
Montreal (E).....	13.10	13.35	14.75
Winnipeg.....	11.27	11.82	14.30
Calgary.....	12.04	12.21	14.13
Edmonton.....	11.90	12.00	14.30
Pr. Albert.....	11.11	11.27	.....
Moose Jaw.....	11.66	11.82	.....
GOOD LAMBS.			
Toronto.....	\$14.00	\$13.50	\$14.00
Montreal (W).....	11.00	11.00	11.25
Montreal (E).....	11.00	11.00	11.25
Winnipeg.....	11.50	12.00	12.00
Calgary.....	11.00	11.00	11.50
Edmonton.....	11.50	11.50	12.25

NEW YORK MEAT SUPPLIES.

Receipts of western dressed meats and local slaughter under federal inspection at New York City, N. Y., are officially reported for the week ending March 12, 1927, with comparisons, as follows:

	Week ending Mar. 12.	Prev. week.	Cor. week, 1926.
Western dressed meats:			
Steers, carcasses.....	7,808½	7,630½	7,502½
Cows, carcasses.....	880	388	920
Bulls, carcasses.....	96	73	110½
Veals, carcasses.....	9,543	12,514	10,639
Lambs, carcasses.....	23,124	19,807	31,639
Mutton, carcasses.....	3,274	2,308	2,650
Beef cuts, lbs.....	710,063	226,000	530,727
Pork cuts, lbs.....	1,404,756	1,234,170	1,216,475
Local slaughters:			
Cattle.....	9,261	9,167	9,447
Calves.....	15,312	15,024	14,690
Hogs.....	49,595	48,785	46,813
Sheep.....	44,047	55,802	40,009

LARD AND GREASE EXPORTS.

Exports of lard from New York, Mar. 1 to Mar. 16, 15,294,268 lbs.; tallow, none; grease, 2,104,400 lbs.; stearine, none.

TALLOW, STEARINE, GREASE AND SOAP

WEEKLY REVIEW

TALLOW—The market for tallow the past week has been barely steady with some business passing in extra on the basis of 7½c, but demand generally was limited and the market appeared to have taken on an easier undertone. Offerings were not pressed, but consumers did not appear in urgent need of supplies and consequently dullness overspread the trade.

At New York, special was quoted at 7½c; extra at 7¾c; and edible at 8¼@8½c with a belief current that extra could be shaded on firm bids. At Chicago, the market eased somewhat from the recent levels but was reported firm at the decline, with large buyers showing interest in the market, but at figures that did not interest sellers.

At Chicago, edible quoted at 8¼c; fancy at 8c; prime packer at 7¾c; No. 1 at 7¼c; and No. 2 at 5¾c.

At the London Auction on Wednesday, March 16, 918 casks were offered and 61 sold at prices 6d lower, with mutton quoted at 36@37s; beef at 36@40s, and mixed at 33s@35s 6d.

At Liverpool, Australian tallow was unchanged at 39s, and good mixed at 36s 3d.

STEARINE—An easier tone was in evidence at New York with some sales of oleo at 10¼c. The undertone was barely steady and the demand generally limited. At Chicago oleo was quoted at 10½@10¾c with the market quiet.

OLEO OIL—The market was rather inactive, but the tone was steady, with prime New York quoted at 12c; medium at 11c; and lower grades at 10c nominal. At Chicago, extra was quoted at 11¾c and in quiet demand.

SEE PAGE 41 FOR LATER MARKETS.

LARD OIL—The market was somewhat easier reflecting easiness in raw materials and slow demand with edible New York quoted at 15¾c; extra at 12¾c; extra winter at 13¾c; extra No. 1 at 11¼c; No. 1 at 11c; and No. 2 at 10¾c.

NEATSFOOT OIL—While business was on a moderate scale there appeared to be a little betterment in demand, with pure quoted at 12¾c; extra at 11¾c; No. 1 at 11c; and cold test at 16¾c.

GREASES—Demand the past week has continued rather slow, but with offerings well held, a fairly steady tone overspread the market, although sentiment was quite mixed. Interest appears to be for immediate requirements only, and buyers and sellers are generally apart in their ideas.

At New York, choice yellow quoted at 6¾@7c; A white, 7¾c; B white, 7¼c; choice house, 6¾@7c; and choice white at 9¾c.

At Chicago very little activity was noted in greases with brown quoted at 5¾c; yellow, 6½@6¾c; A white, 8c; B white, 7c; and choice white, 8½@9c.

CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, March 15, 1927.—Latest quotations on chemicals and soapmakers' supplies:

Lagos palm oil in casks of about 1,600

lbs., 9@9¼c lb.; olive oil foots, 10@10¼c.

East Indian Cochin cocoanut oil, 15¼c lb.; Cochin grade cocoanut oil, domestic, 10¾c lb.; Ceylon grade cocoanut oil, 10½c.

Prime summer yellow cottonseed oil, 10¾@11c lb.; raw linseed oil, 10.4c lb.

Extra tallow, f.o.b. seller's plant, 7½c lb.; dynamite glycerine, nom. 24c lb.; chemically pure glycerine, nom. 27c lb.; saponified glycerine, nom. 18¾c lb.; crude soap glycerine, nom. 17c lb.; prime packers' grease, nom. 7@7¼c lb.

Packinghouse By-Products

Chicago, March 17, 1927.

Blood.

A somewhat weaker undertone is reported in this market, with buyers not showing much interest.

Unit ammonia.
Ground and unground.....\$4.75@5.00

Digester Hog Tankage Materials.

This market continues strong, with a number of contracts being reported made ahead.

Unit ammonia.
Ground, 11 to 12% ammonia.....\$5.10@5.35
Ground, 6 to 10% ammonia.....4.50@5.00
Unground, 11 to 13% ammonia.....5.00@5.25
Unground, 6 to 10% ammonia.....4.25@4.50
Liquid stick, 7 to 11% ammonia.....3.25@3.50

Fertilizer Materials.

Little change reported in this market over last week's prices.

Unit ammonia.
High grade, ground, 10-11% ammonia.....\$3.25@3.35
Lower grade, ground & ungrd. 6-9% am....2.75@3.00
Hoof meal.....3.00@3.25

Bone Meals.

Bone meals for fertilizer uses are dull, as most buyers and sellers are apart in their views.

Per Ton.
Raw bone meal.....\$32.00@40.00
Steam, ground.....28.00@37.00
Steam, unground.....24.00@30.00

Cracklings.

The cracklings market remains strong, with little change reported.

Per Ton.
Hd. prod. & exp. ungrd., per unit protein.....\$1.20@1.25
Soft pressed pork, ac. grease and quality.....80.00@85.00
Soft pressed beef, ac. grease and quality.....50.00@55.00

Horns, Bones and Hoofs.

Not much activity reported in this market during the past week.

Per Ton.
Horns.....\$50.00@175.00
Round shin bones.....45.00@ 50.00
Flat shin bones.....42.00@ 45.00
Thigh, blade and buttock bones.....40.00@ 45.00
Cattle hoofs.....35.00@ 40.00
(Note—Foregoing prices are for mixed carloads of unassorted materials indicated above.)

Gelatine and Glue Stocks.

An active demand featured this market, with considerable trading reported.

Per Ton.
Kip and calf stock.....\$30.00@39.00
Rejected manufacturing bones.....45.00@47.50
Horn piths.....37.00@38.00
Cattle jaws, skulls and knuckles.....37.00@38.00
Sinews, pizzles and hide trimmings.....24.00@25.00

Animal Hair.

Hog hair market continues extremely dull and lifeless.

Per Pound.
Coll and field dried.....2 @4c
Processed grey.....4½@7½c
Black dyed.....5½@8c
Cattle switches, each*.....4 @5c
*According to count.

Pig Skins.

Very little trading reported in this market during the week.

Per Pound.
Tanner grades.....7 @7½c
Edible grades, unassorted.....4½@4¾c

EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, March 18, 1927.—Ground tankage for fertilizer sold at \$4.15 & 10c and for feeding at \$4.25 & 10c f.o.b. New York this week, and stocks are now very light, with one seller holding for \$4.50 & 10c, but with few buyers interested.

Last sale of domestic ground blood was at \$4.50 New York, and some South American was resold at \$4.25 f.o.b. Eastern ports for spot. A sale of South American ground tankage was reported at \$4.50 & 10c c.i.f. at Pacific Coast port.

South American blood was offered at \$3.80 c.i.f. U. S. ports for May shipment.

Jaws, skulls and knuckles sold at \$34.00 & \$35.00 c.i.f. Atlantic ports this week and last.

The demand for materials for quick shipment has improved within the past few days owing to favorable weather conditions.

Nitrate of Soda is firm and is scarce at some few ports for quick delivery.

PHILADELPHIA MEAT SUPPLIES.

Receipts of western dressed meats and local slaughter under city and federal inspection at Philadelphia, Pa., are officially reported as follows for the week ending March 12, 1927, with comparisons:

	Week ending Mar. 12	Prev. week.	Cor. 1926.
Western dressed meats:			
Steers, carcasses	2,523	2,383	2,410
Cows, carcasses	679	901	696
Bulls, carcasses	390	428	243
Veals, carcasses	2,062	1,985	1,568
Lambs, carcasses	10,148	8,714	11,546
Mutton, carcasses	1,345	949	1,205
Pork, lbs.	432,713	436,131	553,948

Local slaughters:			
Cattle	2,008	2,036	2,286
Calves	2,283	2,753	2,507
Hogs	18,591	18,609	15,402
Sheep	4,178	5,100	4,050

F. C. ROGERS

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COVINGTON, KY. Opposite Cincinnati, Ohio

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Both Soft and Hard Pressed

JORDAN'S IMPROVED HAM RETAINERS



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Have You Enough Ham Retainers for this Season's Cooking?

In a short time you will be in the middle of your ham cooking season. Your need for ham retainers will then be immediate. The far-sighted and practical thing to do is to check up and make certain that you have an ample supply of ham retainers on hand.

If your supply is low, you of course will want to replenish it with Jordan's Improved Ham Retainers. They produce a better product with a big saving of both time and labor.

When cooking and processing hams in Jordan's Ham Retainers it is never necessary to repress the hams because these improved retainers are equipped with springs which compensate for the maximum expansion and contraction. They are made from a single sheet of material, thus eliminating all rivets and seams or sharp crevices, making for easy cleaning.

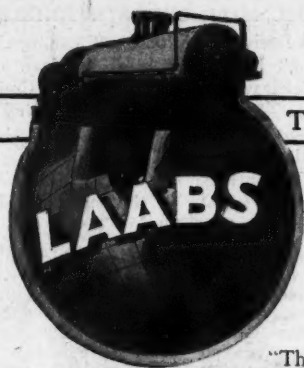
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THE WORLD'S FOREMOST RENDERING UNITS

Construction

No. 6

The Sixth of a series of articles on the superiority of Laabs Sanitary Rendering processes and equipment.

"The best is the cheapest in the long run." One single break-down will increase the cost of a cheap machine a great deal and repeated break-downs make its cost many times the purchase price. Realizing this we have always put the highest quality of materials and workmanship into ANCO machinery, and in our machine design we have always paid particular attention to durability, lubrication, and the ease of replacing worn parts.

This policy has been rigidly followed in connection with the Laabs Cookers and Equipments. Every possible feature of construction has been carefully analyzed and made primarily to give the best service to the user. Methods of manufacture have been standardized, and with materials delivered to and shipped from our shop in carload lots manufacturing costs, considering the finished products, are reduced to a minimum.

THE SHELL

All packers are familiar with the numerous repairs and inherent defects of the old fertilizer dryers caused largely on account of staybolted shell construction. Leaking staybolts allow moisture to pass into materials being processed and prevent the desired operation of removing the moisture from the materials. This is not possible with Laabs Cookers, as the inside shells have **no staybolts or horizontal seams**—they are of **hammer welded seamless fire box construction**. After welding they are "sized" in special machines to make them absolutely round. The outer shells are secured to inner shells by riveting through mud rings. These mud rings are spun from ingot steel so that there are no welds. The rings are then machined to fit the shells—thus insuring absolutely tight joints.

AGITATOR SHAFT AND PADDLES

Extra heavy hexagonal shafts are utilized to allow substantial securing of paddles. The agitator arms are heavy steel castings with reversible shoes made to fit the hexagonal shaft. Two bolts secure each paddle to the shaft and each paddle is complete in itself. There are no shoes or other plates bolted at the end of paddles, which might be liable to come loose and possibly even detached, so that they might

cause damage either in the cooker or in the pressing operation of materials after leaving the cooker. The two bolts, which secure each paddle to the shaft, are held in place by lock washers and double nuts, the top ones being castellated and securely held by split pins.

STEEL CASTINGS

To insure sufficient strength, steel castings are used with Laabs Equipment. The large head and feeding dome castings are all of the finest grade steel guaranteed for 100,000 pound tensile strength. The castings themselves are made extra heavy; in fact, considerably heavier than actually required for standing the required pressures. However, they are made extra heavy and strong in order to take care of unusual strains and vibration, which not only insures long life but causes them to run quietly and with little power, and gives an added factor of safety.

GEARS AND BEARINGS

All gears are accurately machine cut. The high speed bearings are of the dust-proof type and bronze bushed with oil chambers on the inside, which keep goodly supplies of oil on the bearings at all times. The low speed bearings are special high grade babbitt for heavy duty.

STUFFING BOXES, PACKING RINGS AND GASKETS

To insure tight units when operating under pressures and vacuums, extra long stuffing boxes are furnished. Packing rings between heads and shell are continuous one-piece rings made especially for Laabs Cookers of 4-ply Kearsarge. This one-piece feature and the special material to a large extent eliminate "blow-outs." All gaskets for charging domes and discharge doors are of special material and extra heavy to insure secure joints and durability.

The above description of Laabs Cookers to a large extent is responsible for the fact that of over 200 Cookers which we have sold, a large majority of which have been in daily operation for many months, there have been practically no repairs required.

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OIL PROCESSES, INC.

808 Hamilton Street, Harrison, N. J.

OIL MILL PIONEER DIES.

The cotton oil mill industry lost one of its oldest and most notable pioneers recently when John Myers of Memphis, Tenn., died at the age of 83 years.

Mr. Myers, who was a dominating factor in the Mississippi Valley cotton oil mill industry for over 30 years, entered the mill business in 1883, in the employ of the late J. W. Allison who operated a mill in Jackson, Tenn. A year later Mr. Myers was transferred to Memphis, where he finally became vice-president of the company, at the same time assuming full charge of their business.

Various changes occurred within the company, the name being changed to the Tennessee Cotton Oil Company, and later to the Union Seed & Fertilizer Company. Mr. Myers held his position until 1917 when he retired.

During his last years he was connected with the Marianna Sales Company, where he remained in daily service until his death.

COTTONSEED CRUSHERS TO MEET

Plans are in progress for the thirty-first annual convention of the Interstate Cottonseed Crushers' Association which will be held at New Orleans, May 11, 12 and 13, 1927, with headquarters at the Roosevelt hotel. The Rules Committee will meet as usual prior to the convention, holding its sessions on May 9 and 10.

Louis N. Geldert has been appointed manager of the convention, while E. T. George is chairman of the local committee on arrangements and entertainment.

In addition to group discussions of linter grades and cottonseed grading, the following matters of special interest will be discussed at the general meetings, according to an announcement made by

Christie Benet, general counsel of the association:

1. Further discussion, and we hope final settlement, of the oil settlements controversy. In this please bear in mind the old story of the man who said: "There is your side and my side and the right side to every controversy." It is up to us to find the right side of this much vexed question.

2. Discussion and strengthening arbitration rules—consideration of whether or not a member should be allowed to arbitrate with a non-member unless the latter puts up a bond sufficient to cover the possible award.

3. Discussion of appointment of referee chemists.

4. Report on advertising program and discussion and action on program for the coming year.

5. Report of Dr. Clark, our research worker in Washington on his quest of the elusive gossypol and further reports on the same subject.

ARKANSAS CRUSHERS TO MEET.

Plans are well under way for the annual convention of the Arkansas Cottonseed Crushers' Association which will be held April 5 and 6 at the Eastman hotel, Hot Springs, Ark.

Secretary P. F. Cleaver has announced some of the leading features of the program which include an address by Christie Benet, General Counsel of the Interstate Cottonseed Crushers' Association, and talks by W. F. Pendleton and A. L. Ward of Dallas, Texas, the latter being an extension worker for the Texas Crushers' Association.

There will be a general discussion of plans for next season's program in cottonseed meal extension work.

OIL MILL SUPERINTENDENTS.

A lively discussion on "Cleaning Cottonseed," led by C. B. Richardson of the Chickasaw Machine & Foundry Company, featured the recent monthly meeting of the Tri-State Oil Mill Superintendents' Association in Memphis, Tenn.

The interest shown by the oil mill superintendents in the subject indicated that this question is uppermost in the minds of mill operators.

In the business meeting which followed the discussion, J. W. McVay, superintendent of the Conway Cotton Oil Company, Conway, Ark., was elected to membership in the association.

ARK. COTTON OIL MEASURES.

Cottonseed crushers of Arkansas are watching the action of the state legislature on the gin control bill which was introduced early in the legislative session. This bill seeks to prohibit any interlocking ownership or working interest between gins, oil mills and compresses.

State crushers are also interested in the bill introduced recently into the state legislature, providing for the classification of oil mills and gins as public utilities and placing them under the control of the State Railroad Commission. As yet, this bill has not been passed upon.

NEW OIL MILL IN SOUTH.

Construction on what it is said will be one of the largest cotton oil mills in the south will start soon when work is begun on the Anderson-Clayton oil mill at Lockney, Tex. The company has obtained two building sites in Lockney to be used for an oil mill and a compress, and has an option on another tract to be used as a concentration point for cotton, cotton seed, and cotton seed products.

COTTON OIL FROM HULL.

Cottonseed oil exported from Hull, England, to all countries during the December quarter, 1926, with comparisons, and complete statistics for the year 1926 with comparisons, are reported by the U. S. Department of Commerce as follows:

Dec. qtr., 1926.	Dec. qtr., 1925.	Year 1926.	Year 1925.
tons	tons	tons	tons
2,684	2,880	10,688	12,671

COTTONSEED PRODUCTS CENSUS.

Cottonseed products manufactured and on hand at oil mills in the United States, by states for the 1926-27 season to Feb. 28, are reported by the U. S. Department of Commerce as follows:

MANUFACTURED AUG. 1 TO FEB. 28.				
	Crude Oil (pounds)	Cake & Meal (tons)	Hulls (tons)	Linters (Rg. bls.)
U. S.	1,471,752,045	2,218,245	1,442,861	806,087
Ala.	92,513,007	130,526	92,884	43,725
Ariz.	13,833,007	20,713	12,614	8,008
Ark.	116,138,431	165,917	118,807	62,760
Calif.	20,299,050	33,214	15,368	11,151
Ga.	167,447,855	228,801	152,038	82,601
La.	59,820,887	85,492	60,995	32,274
Miss.	170,975,633	226,596	164,736	88,632
N. C.	100,138,184	155,350	79,478	53,093
Okl.	117,641,005	196,113	117,307	64,208
S. C.	74,671,401	114,426	58,593	43,142
Tenn.	88,906,924	125,951	92,896	54,522
Tex.	419,452,328	694,403	444,426	243,804
Others.	29,912,553	42,683	32,129	18,167
ON HAND AT OIL MILLS FEB. 28.				
U. S.	95,393,521	153,639	226,521	104,336
Ala.	4,856,830	14,791	16,330	12,114
Ariz.	244,455	2,829	1,165	3,450
Ark.	8,741,389	12,550	13,142	12,116
Calif.	654,678	5,937	8,198	6,073
Ga.	8,317,500	24,154	17,852	17,306
La.	2,500,770	3,550	6,850	4,724
Miss.	11,181,788	14,229	14,370	15,315
N. C.	10,469,319	12,147	19,959	10,890
Okl.	8,096,156	7,309	16,431	29,845
S. C.	4,587,752	14,757	12,870	13,578
Tenn.	3,028,424	4,097	17,622	7,931
Tex.	30,354,526	33,522	76,880	37,414
Others.	1,459,634	3,107	4,963	3,520

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Yopp's Code, Eighth Edition

VEGETABLE OILS

WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association

Market Active—Prices Irregular—Cash Trade Slow—Crude Tight—Lard Changes Small—Government Report Bullish.

A good active trade continued in cotton oil futures on the New York Produce Exchange the past week, and with commission house and professional traders on both sides, the market moved irregularly over a moderate range and did not get very far in either direction.

There was quite a little buying on the tightness in the crude market, and for a time on the bullish government consumption report, but offerings increased on the swells with quite a little profit-taking in evidence.

Southern Houses Best Buyers.

Commission houses with southern connections were probably the best buyers, although one of the refiners bought in a liberal way, while the outstanding selling appeared to come through cotton houses, and presumably represented liquidation, partly due to an easier range in cotton and better weather conditions in the south.

Reports of limited cash oil demand induced more or less pressure at times, and there appeared to have been a fair volume of spreading between the lard and oil markets. The ring crowd were mixed in their views and were on both sides.

February consumption of 346,000 bbls. was larger than the general expectation and compared with 261,000 bbls. a year ago. The visible supply totaled 2,045,000 bbls. against 1,405,000 bbls. last year.

Traders Concerned Over Seed Decrease.

Seed receipts were not as large as had been expected during the month, with the result that there was a decrease in the visible stocks during February of about 55,000 bbls. While the majority looked upon the figures as of a constructive nature, some of the leading traders argued otherwise.

They pointed out that even should the monthly distribution the next five months average 350,000 bbls. the visible would still leave nearly 300,000 bbls. for carry-

over, while estimates are that 500,000-600,000 tons of seed will most likely come in after March 1, indicating a carryover of 600,000 bbls. plus any falling off in the monthly distribution from the figures mentioned.

In bullish quarters, it is maintained that such a carryover at present levels would

SOUTHERN MARKETS.

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., March 17, 1927.—The large February consumption of cotton oil was offset by the 37 per cent increase in seed receipts compared with February of last year. If same ratio continues, as is believed likely to be confirmed by ginning figures due Monday, the visible supply each month may cause further declines, especially if consumption decreases, as claimed many, for the first half of March. Everything points to a liberal carryover—possibly 850,000 bbls. or more—depending somewhat on price of lard and export demand.

Futures erratic; tendency lower. Crude barley steady, $7\frac{1}{2}$ @ $7\frac{3}{4}$ c bid; offerings increasing as prospects for much decrease in acreage diminish.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., March 17, 1927.—Prime cotton seed delivered Dallas, nominal; snaps and bollies on location, nominal; prime crude cotton seed oil f.o.b. Dallas, $7\frac{3}{4}$ @ $7\frac{3}{4}$ c; 43 per cent cake and meal, \$30; hulls, \$5; mill run linters, 2@5c. Warmer weather past week; markets looking a little better.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., March 17, 1927.—The Government report this week and private estimates of over 18,000,000 ginning has brought about an easier crude market, and today the best bid is $7\frac{3}{4}$ c f.o.b. Memphis. Mills are so far resisting the decline, consequently, no trading going on at present. Forty-one per cent meal, \$32.25; and loose hulls, \$3.50, Memphis.

not prove burdensome, but with prospects of only a small acreage decrease according to present reports, the bearish element felt that the advantage was in their favor and they pressed the market on the appearance of any selling pressure whatsoever.

The question of demand will be the dominating influence for the immediate future. While it is true there are five months of the old season left, it is also true that there are about two months of the inbetween season demands to take care of when new oil very seldom moves freely.

This point is strongly argued by some as indicating the necessity of a goodly carry-over to prevent an actual scarcity of oil at the beginning of the movement of the new crop. At any rate, the distribution to date has been larger than expected, and whether or not it will continue so will depend to some extent upon the price level.

Chicago Lard Stocks Increase.

Lard stocks at Chicago increased 1,272,000 lbs. the first half of March totaling 30,748,000 lbs. against 23,556,000 lbs. the same time last year.

Lard production during February totaled 120,370,000 lbs. against 126,905,000 lbs. a year ago. The lard stocks in U. S. cold storage plants at the beginning of March were officially placed at 77,390,000 lbs. against 76,145,000 lbs. on March 1 last year. The lard market was irregular over narrow limits, and had very little influence on oil.

The final ginning report is due on Monday and is considered quite important in that there is a disposition to expect the figures to show somewhat under the government cotton crop estimate, which naturally would indicate that somewhat less seed will be available than the oil trade have counted upon, and with any improvement in cash oil demand might easily be the result of another upward movement.

In most quarters, however, there is more or less confidence that the usual, spring break will be witnessed and it is this, to

ASPEGREN & CO., INC.

PRODUCE EXCHANGE BLDG.

NEW YORK CITY

BROKERS

REFINED COTTON SEED OIL CRUDE

ORDERS SOLICITED

TO BUY OR SELL PRIME SUMMER YELLOW COTTON SEED OIL ON
THE NEW YORK PRODUCE EXCHANGE FOR SPOT OR FUTURE DELIVERY

The Best Test

of the usefulness of a market is the steady increase in the trade on that market.

A glance at the following range of prices on the New Orleans Refined Cotton Seed Oil Future Market, for the week ending Feb. 5, 1927, shows that all active months had their share of business:

Position	High	Low	Close
March	8.63	7.91	8.63 flat
May	8.88	8.23	8.88 flat
July	9.10	8.40	9.05 b
Aug.	9.20	8.53	9.15 b
Sept.	9.00	8.50	9.05 b
Oct.	9.00	8.52	9.00 b

It is proving its value for hedge purposes, and investments and speculative trading is on a steady increase.

ALWAYS USE YOUR COTTON OIL MARKET!

NEW ORLEANS COTTON EXCHANGE

New Orleans, La.

Write Trade Extension Committee for information

some extent, that accounts for the increased offerings on the swells.

Cotton Oil Census Figures.

The census bureau report on cottonseed oil and its products is as follows:

	1926-27	1925-26
Stock Aug. 1.....	24,000	32,000
Received at mills.....	5,753,000	5,193,000
Crushed same time.....	4,932,000	4,478,000
On hand Feb. 28.....	519,000	744,000
CRUDE OIL.		
Stock Aug. 1, lbs.....	8,406,000	4,847,000
Produced 7 months.....	1,471,752,000	1,288,503,000
Shipped out same time.....	1,378,135,000	1,233,372,000
Stock Feb. 28.....	155,680,000	121,570,000
REFINED OIL.		
Stock Aug. 1st.....	145,604,000	173,549,000
Produced 7 months.....	1,180,701,000	1,000,507,000
Stock Feb. 28.....	400,722,000	290,452,000
Crude oil exports—7 months	Not	27,814,000
Refined oil exports—7 mo.	Available	18,550,000
REFINED COTTONSEED OIL CONSUMPTION.		
	1926-27	1925-26
Stock Aug. 1.....	145,603,000	173,549,000
Produced 7 mo.....	1,180,701,000	1,000,507,000
Total.....	1,326,304,000	1,174,056,000
Stock Feb. 28.....	400,722,000	290,452,000
Consumed, dom.-ex., 7 mo.	865,582,000	913,604,000
Equal in barrels.....	2,164,000	2,284,000

THE EDWARD FLASH CO.

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NEW YORK CITY

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VEGETABLE OILS

In Barrels or Tanks

Hardened Edible Coconut Oil. COTTON OIL FUTURES

On the New York Produce Exchange

Total disappearance of refined oil for the month was apparently 346,000 bbls. against 352,000 bbls. the previous month and 261,000 bbls. last year.

Visible supply of oil and seed equals 2,045,000 bbls. against 2,100,000 bbls. last month and 1,405,000 bbls. last year.

The visible supply is figured on the basis of 295 lbs. of oil per ton of seed and 10 per cent refining loss. Last year 290 lbs. and 10 per cent refining loss.

COTTONSEED OIL—Market transactions:

Friday, March 11, 1927.

	Sales.	High.	Low.	Bid.	Asked.
	—Range—		—Closing—		
Spot				950 a	
Mar.	600	971	956	960 a	975
April				950 a	975
May	4700	966	950	963 a	
June	600	972	972	969 a	975
July	7600	986	972	981 a	
Aug.	2400	994	983	987 a	990
Sept.	3300	995	983	988 a	990
Oct.	200	970	966	970 a	

Total Sales, including switches, 19,400 bbls. P. Crude S. E. 7½ Bid.

Saturday, March 12, 1927.

	Sales.	High.	Low.	Bid.	Asked.
	—Range—		—Closing—		
Spot				965 a	
Mar.				965 a	980
April				960 a	979
May	2300	972	968	969 a	
June				974 a	977
July	5400	990	984	984 a	
Aug.	3400	995	992	992 a	
Sept.	2600	997	993	993 a	
Oct.	100	968	968	965 a	978

Total Sales, including switches, 13,800 bbls. P. Crude S. E. 7½-8c Sales.

Monday, March 14, 1927.

	Sales.	High.	Low.	Bid.	Asked.
	—Range—		—Closing—		
Spot				970 a	
Mar.	700	978	968	974 a	
April				950 a	965
May	4700	970	958	961 a	
June				968 a	975
July	8900	983	973	976 a	974
Aug.	300	992	985	985 a	986
Sept.	1700	992	983	986 a	
Oct.	900	967	963	964 a	966

Total Sales, including switches, 17,200 bbls. P. Crude S. E. 8c Sales.

Tuesday, March 15, 1927.

	Sales.	High.	Low.	Bid.	Asked.
	—Range—		—Closing—		
Spot				965 a	
Mar.	100	972	972	972 a	
April				960 a	970
May	5400	975	966	966 a	969
June				973 a	978
July	11500	991	981	982 a	981
Aug.	1600	995	993	989 a	991
Sept.	2800	999	991	991 a	
Oct.				968 a	970

Total Sales, including switches, 21,400 bbls. P. Crude S. E. 8c Bid.

Wednesday, March 16, 1927.

	Sales.	High.	Low.	Bid.	Asked.
	—Range—		—Closing—		
Spot				960 a	
Mar.	1500	969	965	960 a	970
April				945 a	956
May	4100	958	949	950 a	

June				956 a	959
July	8300	973	961	963 a	965
Aug.	900	979	976	971 a	972
Sept.	1800	978	976	973 a	
Oct.	500	962	955	953 a	955

Total Sales, including switches 17,100 bbls. P. Crude S. E. 7½@¾c.

Thursday, March 17, 1927.

	Sales.	High.	Low.	Bid.	Asked.
	—Range—		—Closing—		
Spot				945 a	
Mar.		955	950	950 a	
April				933 a	945
May		945	930	936 a	
June				944 a	948
July		960	945	956 a	
Aug.		968	956	967 a	970
Sept.		968	961	968 a	
Oct.		952	935	952 a	

SEE PAGE 41 FOR LATER MARKETS.

COCONUT OIL—A very quiet market continued to feature coconut oil, but the tone was about steady. Consumers were displaying little interest except at concessions, while producers were holding steadily at the last sale levels. Sentiment was mixed, and both sides appear to be watching the tallow market somewhat. At New York, tanks quoted at 8½c while at the Pacific coast, tanks were quoted at 8c asked.

SOYA BEAN OIL—The market was steady with little or no pressure, but demand was slow. At New York, carlots quoted at 12¼c. At the Pacific coast, March-May tanks quoted at 9¼c.

PALM OIL—The market was quite steady, but demand was moderate and the market largely in a waiting position. At New York, Nigre spot casks quoted at 7¼c, and forward shipment at 7¼c. Lagos shipment held at 7.90c. Soft for shipment quoted at 7.80c.

PALM KERNEL OIL—A very steady undertone continued in this market with demand fair. At New York, shipment casks quoted at 9c and shipment barrels at 9¼c.

CORN OIL—The market was quiet, but steady, with some recent sales at 8¼c but with prices at New York quoted at 8¼@8½c.

OLIVE OIL—Demand was better, and April forward sold at 8½c. At New York, spot quoted at 9c and April-June at 8¼c.

PEANUT OIL—Market nominal.

SESAME OIL—Market nominal.

COTTON OIL—Spot supplies at New York continue light, and the market purely nominal. Southeast crude quoted at 7¼c bid and 8c asked; Valley about the same; and Texas at 7¼@7½c.

MARGARINE LEGISLATION IN MD.

An act has been introduced into the Maryland state legislature asking for the repeal of the laws regarding the sale and use of butter and oleomargarine, and providing for the re-enactment of these laws with amendments.

The principle amendment provided for by this proposed act is in substance as follows: Renovated butter, process butter, oleomargarine, butterine or other butter substitute may be sold, if free from prohibited ingredients and otherwise wholesome, provided each vessel, package, roll or parcel of such substance be plainly and conspicuously branded by a stamp or label, with the true name of the substance in letters of reasonable size. The seller must keep constantly and conspicuously posted on all sides of the room in which the sale is made, a placard with the true name of the substance sold, printed in letters not smaller than six inches in height.

COTTONSEED OIL EXPORTS.

Exports of cottonseed oil from New York, Mar. 1 to Mar. 16, 210 bbls.

The Procter & Gamble Co.

Refiners of all Grades of

COTTONSEED OIL

Puritan, Winter Pressed Salad Oil
Borers, Prime Winter Yellow
Venus, Prime Summer White
Sterling, Prime Summer Yellow

P&G Special (Hardened) Coconut Oil

Refineries: IVOYDALE, OHIO
PORT IVORY, N. Y.
KANSAS CITY, KAN.
MACON, GA.
DALLAS, TEXAS
HAMILTON, CANADA

White Clover Cooking Oil
Marigold Cooking Oil
Jersey Butter Oil
Moonstar Coconut Oil

General Offices:
CINCINNATI, OHIO
Cable Address: "Procter"



Accuracy

The Lamb Automatic Weighing and Filling machine accomplishes what no other machine or methods have ever approached. It weighs with unfailing accuracy. The machine takes the lard from the roll and fixes its density, delivering an accurately weighed volume.

The basic principle on which the density is fixed, and the lard weighed make it absolutely impossible for the weight to be anything but correct.

Simplicity

Remarkable simplicity in operation is another feature that contributes to the superiority of the Lamb machine.

The elimination of adjustment screws which on ordinary filling machines are used to adjust the varying weights, is indeed a remarkable improvement towards simplifying operation and eliminating losses incident to inaccurate weights. There are only a few moving parts. The unit has no knife blade balances or mechanical trips to get out of order.

Speed

The Lamb machine packs at a greater rate of speed than any other method or machine. The speed at which you can pack depends on two conditions—the speed at which lard comes from the roll and the efficiency of your method of handling the filled containers.

Cleanliness

The Lamb machine can be kept clean with very little effort—by removing the cleaning caps at the bottom of the unit and running compressed air or steam thru the entire mechanism leaving it spotlessly clean. Another very important matter of cleanliness is that there are no brass fittings, leather glands or packing or any other material that might cause the formation of verdigris or any other foreign matter.

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PRECISION WEIGHING AND FILLING MACHINES
Seattle, Wash.

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*Announcing Reduced Prices
Placing WHITE Transportation within
the Reach of Everyone*

Model 15
¾-1 TON CHASSIS



Model 20
1½ TON CHASSIS

\$2150 ← OLD PRICES → **\$2950**
NET
\$1545 ← NEW PRICES → **\$2125**
F.O.B. FACTORY

\$605 ← SAVING → **\$825**

WHITE transportation is today within the reach of every field of business and industry. Because of the increasing demand for quality truck performance, The White Company announces a broadening of its merchandising policy resulting in reductions in the prices of two models of four-speed light delivery trucks.

White is extending its area of transportation service—entering a wider field of fast, light delivery and establishing a complete range of truck capacity and price never before equaled by any high-grade truck manufacturer.

The name and reputation of White is insurance of continued high quality. These are the same high-grade White Trucks—at lower prices—the same standard specifications. For years the four-speed White Model 15 and Model 20 have been the outstanding quality trucks in the light delivery field. No truck of the same size or capacity (¾-ton, 1-ton and 1½-ton) compares with them in dependable, low-cost trans-

portation over hundreds of thousands of miles.

Throughout the chassis construction of the White Model 15 and Model 20 you will find inbuilt quality, ruggedness and exclusive White mechanical features that are not duplicated in any other light delivery truck at any price.

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THE WHITE COMPANY, *Cleveland*

WHITE TRUCKS

and WHITE BUSES

THE WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS.

Provisions.

Hog products were more active during the latter part of week and were barely steady with hogs, comparatively large arrivals and selling by commission houses and packers, but active profit taking made for rallies and limited net losses.

Cottonseed Oil.

Cotton oil easier, due to pressure of liquidation, local selling, easier crude markets and slow cash demand; short best buyers. Reported that winter oil is available in New York on resale at $\frac{3}{4}$ @1c under refiners' prices. Southeast crude, $\frac{7}{8}$ c bid, $\frac{7}{8}$ c asked. Valley, $\frac{7}{8}$ c sales; Texas, $\frac{7}{8}$ c bid.

Quotations on cottonseed oil at Friday noon were: March, \$9.45@9.60; April, \$9.25@9.40; May, \$9.35@9.36; June, \$9.40@9.45; July, \$9.50@9.52; August, \$9.62@9.64; September, \$9.61@9.63; October, \$9.42@9.48.

Tallow.

Tallow, extra, $\frac{7}{8}$ c.

Oleo Oil and Stearine.

Stearine, oleo, $\frac{10}{16}$ c.

Hull Oil Market.

Hull, England, March 18, 1927.—(By Cable)—Refined cottonseed oil, 38s 3d, crude cottonseed oil, 34s 6d.

FRIDAY'S GENERAL MARKETS.

New York, March 18, 1927.—Spot lard at New York; Prime western, \$12.95@13.05; middle western, \$12.80@12.90; city, \$12.62 $\frac{1}{2}$; refined continent, \$13.25; South American, \$14.25; Brazil kegs, \$15.25; compound, \$11.00.

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to March 18, 1927, show exports from that country were as follows: To England, 105,279 quarters; to the Continent, 124,920 quarters; others, none.

Exports for the previous week were as follows: To England, 147,545 quarters to the Continent, 83,110 quarters; others none.

NETHERLANDS EXPORT BACON.

Owing to the British embargo on fresh pork imports, firms in the Netherlands have been replacing such shipments by heavy exports of bacon, says a report from the U. S. Department of Commerce. As a result, total exports of pork products are now only four per cent below those attained during the period prior to the embargo.

BRITISH PROVISION CABLE.

(Special Cable to The National Provisioner.)

Liverpool, March 18, 1927.

Market trend and conditions practically the same as reported previously, with little change anticipated within the next fortnight approaching the Easter holiday. Spot prices rule about steady on rather limited buying. Liberal supply of Danish meats on this market.

Today's prices are as follows: Shoulders, square, 70s; picnics, 76s; hams, long cut, 104s; American cut, 102s; bacon, Cumberland cut, 82s; short backs, 93s; bellies, clear, 91s; spot lard, 65s 6d.

TRADE GLEANINGS.

The Kamm Sausage Co., Oshkosh, Wis., has been incorporated with capital stock of \$15,000. Incorporators are Joseph Kamm, Edward A. Meyer and Bart W. Heiss.

The retail store known as the Emerson Grocery & Market, West Twelfth street, Sulphur, Okla., has been sold to J. R. Harding to allow Mr. Emerson to give his entire time to the conduct of his wholesale business.

The Tecumseh & Plainville Packing Co., Vincennes, Ind., whose capital stock was recently increased from \$300,000 to \$600,000, will hereafter be known as the Midwest Packing Company.

The Davidson Meat and Provision Co., Kansas City, Mo., has been incorporated with a capital stock of \$5,000. Incorporators are N. C. Davidson, C. L. Davidson and H. T. Davidson.

Work on the first unit of the Pacific Meat Packing plant to be constructed in Chula Vista, Calif., will soon be started, according to reports from officials of the company. Estimated cost of the first unit of the plant is \$35,000.

A partnership has been formed by W. C. McNeil and Fred Wilson, Topeka, Kansas, for the operation of the Wholesale Market, 628 Quincy street. Mr. McNeil was formerly manager of the White House retail meat market, but will hereafter devote his entire time to the wholesale meat business with Mr. Wilson.

The Silica Stock & Slaughter Co., Inc., Toledo, Ohio, recently incorporated with

a capital stock of \$100,000, has bought the stockyard and slaughter house on Central avenue and Centennial road, formerly owned by George J. Gradwohl Co. Israel Lepshutz, Birmingham, Ala., and John Domico are back of the enlarged corporation.

The slaughter house and meat market, known as the Edinger Packing Company, part of the estate of the late Tobias Edinger, Chillicothe, Ohio, has been purchased by Albert, Edward and Everett Edinger, and the firm will be known in the future as Edinger Bros. and Son. Under the new management, Edward Edinger will have charge of the abattoir and Albert and Everett Edinger will conduct the meat market.

The abattoir and retail meat market of R. Kemmer, Clintonville, Wis., has been sold to Jul. Prenzlau Co., Inc., and will hereafter be known as the Clintonville Meat Co., Inc. Members of this company, recently incorporated with a capital stock of \$18,000, are Henry Laux, Elmer Lang and Alfred Hoffman who will operate two retail markets in Clintonville in connection with the wholesale packing house business. The meat packing and sausage making end of the business will be supervised by Alfred Hoffman. Henry Laux will manage one of the retail markets and Elmer Lang will be in charge of the other.

JAN. CANNED MEAT EXPORTS.

Exports of canned meats from the United States during January, 1927, with comparisons, are reported by the U. S. Department of Commerce as follows:

	Lbs.
Beef	319,921
Pork	708,128
Sausage	385,795
Other canned meats	247,382


WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on Thursday, March 17, 1927, as follows:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
Fresh Beef:				
STEERS (Hvy. Wt., 700 lbs. up):				
Choice	\$17.50@19.00	\$17.50@18.50	\$17.00@18.50	.....
Good	16.00@17.50	16.00@17.50	15.50@17.00	16.50@17.50
STEERS (Lt. & Med. Wt., 700 lbs. down):				
Choice	18.00@20.00	.....	17.00@18.50	18.50@20.00
Good	16.00@18.00	.....	15.00@17.00	16.50@18.00
STEERS (All Weights):				
Medium	14.00@16.00	14.50@16.00	14.00@15.50	15.00@16.50
Common	12.00@14.00	.....	13.00@14.00	.....
COWS:				
Good	14.00@15.00	13.50@14.50	13.00@14.50	13.50@14.50
Medium	13.00@14.00	12.00@13.50	12.00@13.50	12.50@13.50
Common	11.50@13.00	11.00@12.00	10.50@12.00	11.00@12.50
Fresh Veal (1):				
VEALERS:				
Choice	20.00@21.00	.....	21.00@24.00	22.00@24.00
Good	18.00@20.00	.....	19.00@21.00	20.00@22.00
Medium	15.00@17.00	16.00@18.00	17.00@19.00	17.00@19.00
Common	14.00@15.00	14.00@16.00	14.00@16.00	.....
CALF CARCASSES (2):				
Choice .....	.....	10.00@18.00	16.00@17.00	17.00@18.00
Good .....	.....	14.00@16.00	14.00@15.00	15.00@17.00
Medium .....	.....	12.00@14.00	12.00@13.00	14.00@15.00
Common .....	.....	.....	.....	12.00@14.00
Fresh Lamb and Mutton:				
LAMB (30-42 lbs.):				
Choice	28.00@29.00	26.00@28.00	26.00@29.00	28.00@29.00
Good	26.00@27.00	25.00@27.00	25.00@28.00	26.00@27.00
LAMB (42-55 lbs.):				
Choice .....	.....	24.00@27.00	25.00@28.00	26.00@27.00
Good .....	.....	22.00@25.00	25.00@27.00	23.00@26.00
LAMB (All Weights):				
Medium	24.00@26.00	22.00@25.00	24.00@26.00	25.00@26.00
Common	22.00@24.00	.....	22.00@24.00	.....
MUTTON (Ewes):				
Good	17.00@18.00	17.00@19.00	15.00@18.00	17.00@18.00
Medium	15.00@17.00	15.00@17.00	14.00@16.00	15.00@16.00
Common	13.00@15.00	13.00@15.00	12.00@14.00	12.00@14.00
Fresh Pork Cuts:				
LOINS:				
8-10 lb. av.	23.50@25.00	23.00@24.00	23.00@25.00	24.00@26.00
10-12 lb. av.	22.00@23.00	22.00@23.00	21.00@23.00	22.00@24.00
12-15 lb. av.	19.50@21.00	19.00@21.00	20.00@21.00	19.00@22.00
15-18 lb. av.	18.00@18.50	18.00@19.00	18.00@19.00	18.00@20.00
18-22 lb. av.	17.00@18.00	17.00@18.00	17.00@18.00	17.00@19.00
SHOULDERS:				
N. Y. Style: Skinned	16.00@17.00	.....	16.00@18.00	17.00@19.00
PICNICS:				
4-6 lb. av. ....	.....	16.00@17.50	16.00@17.00	17.00@18.00
6-8 lb. av. ....	.....	15.50@16.50	15.00@16.50	16.00@17.00
BUTTS: Boston Style	19.50@21.00	.....	21.00@23.00	20.00@22.00
SPARE RIBS: Half Sheets	13.00@15.00	.....	.....	.....
TRIMMINGS:				
Regular	9.00@10.00	.....	.....	.....
Lean	17.00@19.50	.....	.....	.....

(1) Includes "skin on" at New York and Chicago.

(2) Includes sides at Boston and Philadelphia.



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RECEIPTS AT CENTERS.

SATURDAY, MARCH 12, 1927.

	Cattle	Hogs	Sheep
Chicago	260	7,500	2,500
Kansas City	100	1,500	...
Omaha	100	2,800	400
St. Louis	150	4,500	100
St. Joseph	200	1,000	3,500
Sioux City	700	3,500	600
St. Paul	100	800	300
Oklahoma City	100	100	...
Fort Worth	300	800	2,000
Milwaukee	...	100	...
Denver	100	400	300
Louisville	100	400	...
Wichita	200	800	500
Indianapolis	200	2,000	100
Pittsburgh	100	1,000	300
Cincinnati	400	1,100	100
Buffalo	100	1,400	1,400
Cleveland	100	400	200
Nashville	100	400	...
Toronto	300	500	100

MONDAY, MARCH 14, 1927.

	Cattle	Hogs	Sheep
Chicago	18,000	49,000	19,000
Kansas City	13,000	6,000	4,000
Omaha	5,500	3,500	10,000
St. Louis	4,000	13,000	1,400
St. Joseph	2,000	1,500	4,000
Sioux City	4,000	5,000	2,500
St. Paul	5,500	8,000	100
Oklahoma City	1,100	1,900	...
Fort Worth	2,500	1,500	300
Milwaukee	...	7,000	100
Denver	3,300	1,400	4,000
Loinsville	1,100	1,200	300
Wichita	3,400	3,200	500
Indianapolis	1,200	3,000	200
Pittsburgh	700	4,300	3,200
Cincinnati	1,700	4,800	200
Buffalo	1,900	8,800	12,500
Cleveland	1,100	4,000	3,000
Nashville	400	900	200
Toronto	2,700	1,000	500

TUESDAY, MARCH 15, 1927.

	Cattle	Hogs	Sheep
Chicago	11,000	27,000	9,000
Kansas City	8,500	7,000	6,000
Omaha	8,500	11,500	10,000
St. Louis	4,000	13,000	2,500
St. Joseph	2,000	5,000	2,000
Sioux City	2,500	12,500	300
St. Paul	1,500	1,000	300
Oklahoma City	800	1,100	...
Fort Worth	1,000	800	300
Milwaukee	800	5,000	500
Denver	1,100	1,300	3,700
Louisville	100	900	...
Wichita	1,100	1,400	100
Indianapolis	1,700	6,000	300
Pittsburgh	100	1,000	300
Cincinnati	400	2,300	100
Buffalo	100	800	300
Cleveland	200	2,200	800
Nashville	200	700	...
Toronto	800	500	400

WEDNESDAY, MARCH 16, 1927.

	Cattle	Hogs	Sheep
Chicago	9,000	19,000	10,000
Kansas City	7,000	10,500	5,500
Omaha	6,000	22,000	11,000
St. Louis	3,500	18,000	1,000
St. Joseph	2,500	5,000	5,500
Sioux City	3,500	20,000	500
St. Paul	2,500	12,500	500
Oklahoma City	1,400	1,200	...
Fort Worth	2,000	500	...
Milwaukee	400	800	100
Denver	1,400	1,400	4,500
Louisville	100	900	200
Wichita	600	2,000	400
Indianapolis	1,000	5,000	200
Pittsburgh	100	1,000	200
Cincinnati	600	2,700	600
Buffalo	100	2,000	700
Cleveland	100	3,000	1,500
Nashville	100	800	100
Toronto	900	700	500

THURSDAY, MARCH 17, 1927.

	Cattle	Hogs	Sheep
Chicago	7,000	40,000	9,000
Kansas City	2,000	6,500	2,000
Omaha	3,000	20,000	8,000
St. Louis	1,800	18,500	300
St. Joseph	1,800	6,000	4,300
Sioux City	2,500	18,000	1,500
St. Paul	2,200	5,000	500
Oklahoma City	600	1,100	...
Fort Worth	2,600	2,600	400
Milwaukee	700	3,000	400
Denver	800	1,900	2,700
Wichita	600	2,500	100
Indianapolis	800	5,000	200
Pittsburgh	...	1,000	500
Cincinnati	500	3,200	100
Buffalo	200	800	400
Cleveland	1,600	1,600	1,600

FRIDAY, MARCH 18, 1927.

	Cattle	Hogs	Sheep
Chicago	2,000	31,000	6,000
Kansas City	400	4,000	1,000
Omaha	500	6,000	3,000
St. Louis	600	11,500	500
St. Joseph	400	2,500	8,000
Sioux City	1,000	10,000	800
St. Paul	1,800	10,500	300
Oklahoma City	800	1,200	...
Fort Worth	100	1,500	100
Milwaukee	200	1,000	100
Denver	500	700	4,300
Wichita	400	2,800	100
Indianapolis	600	1,400	200
Pittsburgh	...	1,000	400
Cincinnati	...	2,500	100
Buffalo	100	8,400	1,500
Cleveland	100	1,000	1,200

LIVE STOCK MARKETS

CHICAGO.

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, March 17, 1927.

CATTLE.—The sharp upturn scored last week was erased during the week under review, downturns amounting to 25@75c, a flat 50c being taken off better grade steers, with 1,175@1,300 lb. kinds, which sold so erratically high last week, frequently 75c or more lower. Receipts were more liberal early, but supply abatement as week closed instilled some activity in trade, and close was at the week's high time. Fed steers topped for the week at \$13.30; yearlings, \$12.00; most fed steers, \$9.25@11.00; yearling heifers selling up to latter price; she stock and heifers lost 25@50c; cutters 15@25c; bulls ruled strong to 25c higher, but vealers lost 75c@1.00; Colorado fed steers sold at \$10.50; Wyoming grain feds scaling 1,155@1,370 lbs., \$10.75@11.65.

HOGS.—Increased receipts, contracted shipping demand and lower dressed market, principal factors in 35@60c hog decline; light hogs showing minimum loss; price spread widest in months; butchers at low point of current year; late top, \$11.80; best 200 lb. weights upward to \$11.65; bulk 200 lbs. down, \$11.50@11.75; 210@250 lb. weights, \$11.00@11.50; 260@300 lbs., \$10.75@11.05; big weights downward to \$10.65; packing sows, \$10.10@10.40 mostly; best pigs, \$11.25@11.75.

SHEEP.—The sluggish dressed trade forced lamb values downward despite sharply curtailed receipts, values closing 50@75c lower with inbetween grade medium weights, heavy lambs and yearling wethers showing full decline. Sheep are steady. Best fed westerns reached \$15.60 early, with the close on similar kinds at \$15.35.

Bulk of woolled offerings cashed late at \$14.25@15.00, with heavy lambs at \$14.00@14.50, a few extreme weights at \$13.25@13.75. Clipped lambs bulked at \$12.50@13.00, with top at \$13.15, and week's top at \$13.65. Fat ewes bulked at \$8.00@9.00, with a few choice upward to \$9.50; choice yearling wethers sold at \$13.00 Tuesday.

KANSAS CITY.

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Mo., March 17, 1927.

CATTLE.—The weeks trade in cattle was featured with a weaker undertone, and most classes closed weak to unevenly lower. Better grades of fed steers and yearlings were under the most pressure and are 35@50c lower than a week ago, while other grades are around 25c off. A few low prices light weight steers held almost steady.

Weighty steers scaling 1,337 lb., topped the weeks trade at \$12.00. Best medium weights made \$11.75, and good yearlings went at \$11.00. Bulk of fed arrivals cashed from \$8.75@10.75. Fed heifers closed around 25c lower, while butcher cows and cutters held steady. Bulls are unchanged and veal calves are 50c lower with tops at \$12.00.

HOGS.—Trade in hogs ruled very uneven with prices ranging from fully steady on light lights to as much as 35c lower on weighty butchers. There has been a good demand for offerings scaling 180 lbs. and down, and steady prices have prevailed.

Some weakness was noted on 190-230 lb. weights, and final prices are 10@15c lower, while arrivals weighing 240 lbs. and up have been slow to sell at 25@35c lower rates. Light lights sold up to \$12.00 for the week's top. Packing sows are 25@35c off.

SHEEP.—Although receipts were light, prices on fat lambs were apparently top

heavy and reductions of 35@50c were effected as compared with a week ago. Desirable fed Westerns reached \$14.85 on Monday, but on the close, best offerings went at \$14.60.

Bulk of the week's supply sold from \$14.50@14.75. Aged sheep were extremely scarce, and prices held steady with odd bunches of fat ewes selling from \$8.50@9.25.

OMAHA.

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Nebr., March 17, 1927.

CATTLE.—Prices on fed steers and yearlings worked unevenly lower for the week, bulk showing a decline of 25c, although half fat steers with weight in some cases show 25@40c losses, and good yearlings very little change.

Yearlings and light steers sold upward to \$11.25; several loads weighty steers, \$11.50@11.85; 1,306 lb. averages, \$11.90. Other killing classes closed mostly steady, losing early strength.

HOGS.—An uneven distribution of supplies both throughout the period and between markets, resulted in violent fluctuation in the hog trade. Burdensome receipts after the initial session, coupled with only moderate inquiry from shippers, proved the outstanding bear factor as the general trend to price for the period under review was downward.

Comparing Thursday with Thursday, the loss on most classes figures around 50c. Thursday bulk 160-200 lb. averages ranged \$10.85@11.00; top, \$11.15; 210-280 lb. butchers, \$10.50@10.85; 280-350 lb. butchers, \$10.25@10.50; packing sows mostly \$9.75; stags, \$9.50.

SHEEP.—Trend to fat lamb prices throughout the period has been downward, traceable to a depressed dressed lamb situation at Eastern centers, and

bearish advices from outside centers. Local supplies have been of fairly liberal volume throughout the period.

Comparison Thursday with Thursday shows fat lambs 40@50c lower; fat sheep 25@50c lower. Today's bulk fed woolled lambs sold \$14.50@14.75; top, \$14.90; fat ewes, \$8.00@9.00; top, \$9.25.

ST. LOUIS.

(Reported by U. S. Bureau of Agricultural Economics.)

E. St. Louis, Ill., March 17, 1927.

CATTLE.—Bearish buying forced steer, mixed yearling and heifer prices lower, while low priced she stock and medium bulls found broad outlet. Compared with last Thursday, steers, mixed yearlings and heifers cashed 25@40c lower; cows, low cutters and medium bulls steady; vealers 75c lower.

Tops for week: Matured steers \$11.50, weight 1,301 lbs.; light weight steers, \$11.25, weight 1,092 lbs.; mixed yearlings and heifers, \$10.75, weight 796 lbs.; bulk steers, \$8.25@10.00; fat mixed yearlings and heifers, \$8.40@10.00; cows, \$5.75@7.00; low cutters, \$4.25@4.75.

HOGS.—Increased receipts, together with curtailed shipping demand and the usual lenten season dullness in the meat trade were weakening factors in the live pork market. All butcher grades are 50@65c lower than this time last week, pigs and packing sows around 50c lower.

The week's low spot, and incidentally the low spot for the year, was today's top, \$11.75; bulk, 200 lbs. down, \$11.50@11.65; 210-220 lbs., \$11.25@11.40; 230-250 lbs., \$11.00@11.15; 260 lbs. up, \$10.75@10.90; good pigs \$10.50@11.50; packing sows, \$10.00@10.25.

SHEEP.—Despite lighter receipts, demand dropped off and the buoyant tone of past weeks vanished from the lamb market together with much of last week's price inflation. Prices are 50@75c under last week; best lambs to packers, \$15.00; bulk, \$14.75@15.00; top yearlings, \$13.00; fat ewes, upward to \$9.50.

LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, March 17, 1927, as reported to THE NATIONAL PROVISIONER by leased wire of the Bureau of Agricultural Economics, U. S. Department of Agriculture:

	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANSAS CITY.	ST. PAUL.
Hogs (Soft or oily hogs and roasting pigs excluded):					
Hvy. wt. (250-350 lbs.), med.-ch.	\$10.65@11.10	\$10.60@11.00	\$10.10@10.70	\$10.50@11.00	\$10.50@10.75
Med. wt. (200-250 lbs.), med.-ch.	10.85@11.65	10.85@11.50	10.50@11.40	10.80@11.40	10.75@11.60
Lt. wt. (160-200 lbs.), com.-ch.	11.10@11.80	11.15@11.65	10.75@11.15	11.25@11.90	11.00@11.40
Lt. lt. (130-160 lbs.), com.-ch.	11.00@11.80	10.75@11.65	10.90@11.15	11.40@12.00	11.40@12.00
Packing sows, smooth and rough.	10.00@10.50	10.00@10.40	9.50@10.00	9.50@10.25	9.50@10.00
Slight pigs (130 lbs. down), med.-ch.	11.00@11.75	10.50@11.50	.....	11.75@12.35	12.00@12.75
Ar. cost and wt., Wed. (pigs excluded)	11.34-245 lb.	11.39-220 lb.	10.82-200 lb.	11.04-247 lb.	11.05-232 lb.
Slaughter Cattle and Calves:					
STEERS (1,500 LBS. UP):					
Good.-ch.	10.75@13.25	.....	10.35@12.50	10.25@12.00	.....
STEERS (1,100-1,500 LBS.):					
Choice	11.50@13.25	10.75@12.25	11.15@12.50	11.15@12.00	10.50@12.25
Good	10.25@12.25	9.50@10.75	9.75@11.75	9.80@11.00	9.00@11.50
Medium	9.00@10.75	8.00@9.50	7.75@10.25	7.75@10.00	8.00@9.75
Common	7.50@9.00	7.00@8.00	6.00@7.00	5.75@7.75	6.50@8.25
STEERS (1,100 LBS. DOWN):					
Choice	11.50@12.50	10.75@11.75	10.90@12.35	11.15@12.25	10.50@11.50
Good	9.75@11.50	9.50@10.75	9.35@11.15	9.50@11.15	8.50@10.50
Medium	8.50@10.25	8.00@9.50	7.25@9.75	7.65@9.00	7.25@9.00
Common	7.25@9.00	7.00@8.00	5.50@7.00	5.75@7.00	6.25@7.75
Canner and cutter	6.25@7.25	6.75@7.00	4.50@5.50	4.50@5.75	5.00@6.50
LT. YRLG. STEERS AND HEIFERS:					
Good to choice (550 lbs. down)	9.00@12.25	8.75@11.00	8.75@11.75	9.00@11.75	8.50@11.25
HEIFERS:					
Good-choice (550 lbs. up)	7.25@10.75	7.25@9.25	7.25@10.25	7.50@10.35	7.00@10.50
Common-med. (all weights)	6.00@8.25	5.25@8.25	5.05@8.25	5.75@8.25	5.75@8.00
COWS:					
Good to choice	6.50@8.25	6.50@8.50	6.50@8.50	6.65@8.15	6.00@7.75
Common and medium	5.10@6.50	5.50@6.50	5.35@6.50	5.25@6.65	4.85@6.00
Canner and cutter	4.25@5.10	4.00@5.50	4.00@5.95	4.00@5.25	4.00@4.95
BULLS:					
Good.-ch. (beef 1,500 lbs. up)	6.60@7.00	5.75@6.75	6.50@6.85	6.25@6.75	5.50@5.75
Good.-ch. (1,500 lbs. down)	6.60@7.75	5.50@7.75	6.50@7.00	6.25@7.00	5.05@6.10
Can.-med. (canner and bologna)	5.75@6.00	4.75@6.75	5.25@6.75	4.75@6.25	5.00@5.50
CALVES:					
Medium to choice (milk fed. exc.)	6.50@8.25	6.00@9.00	6.50@8.75	7.00@8.75	5.00@7.00
Cull-common	5.00@6.50	5.00@6.00	5.00@6.50	5.00@7.00	4.75@5.00
VEALERS:					
Medium to choice	8.50@13.50	10.00@14.00	8.00@12.00	7.50@12.50	8.50@12.00
Cull-common	6.00@8.50	5.00@10.00	5.00@8.00	4.50@7.50	5.75@8.50
Slaughter Sheep and Lambs:					
Lambs, med. to choice (84 lbs. down)	13.15@15.35	13.25@15.25	12.75@14.90	12.75@14.75	12.25@14.50
Lambs, med.-ch. (92 lbs. up)	11.00@14.85	.....	.....	.....	.....
Lambs, cull-com. (all weights)	10.75@13.15	11.00@13.25	10.75@12.75	10.50@12.75	9.50@12.25
Yearling wethers, medium to choice	10.75@13.25	10.75@13.25	10.75@13.00	10.25@12.75	.....
Ewes, common to choice	7.00@9.50	6.00@9.25	7.00@9.25	6.50@9.25	5.75@8.75
Ewes, canners and cull	2.50@7.00	2.50@6.00	2.50@7.00	2.00@6.50	2.00@5.75

ST. JOSEPH.

(Special Letter to The National Provisioner.)

So. St. Joseph, Mo., March 15, 1927.

CATTLE—Cattle receipts for the first two days this week were light, numbering only about 4,500. Bulk of offerings were steers and yearlings and included several loads of Colorado and Wyoming pulpers. Despite light supplies trade ruled slow and the market is mostly 15@25c lower.

Best steers, averaging 1,026 lbs. sold at \$11.75; heavier weights sold up to \$11.65; and bulk of all sales ranged \$9.25@11.00. Colorado pulpers sold \$9.40@9.85; Wyoming, \$10.40; and Oklahoma meal-feds, \$8.65@9.50. Mixed yearlings sold largely \$8.75@9.65, with best at \$10.25.

The market for butcher stock held about steady. Odd lots of choice cows ranged up to \$8.00, most fair to good kinds \$5.50 @7.50, and canners and cutters \$4.00@5.25. Heifers sold mostly \$7.50@9.00. Bologna bulls mostly \$5.50@6.00, with better grades up to \$6.50. Calves held steady, top veals selling at \$12.00.

HOGS—Hog receipts for two days were light, only about 7,000 being received. With lighter supplies there was a firmer tone to the trade and prices advanced slightly both days. To-day's top was \$12.00 on choice lights and light-lights, with bulk of all sales \$11.15@11.75. Packing sows sold mostly \$10.25@10.50.

SHEEP—Sheep receipts around 7,000 and runs light at other points. Aged sheep were scarce and the market held steady, best ewes selling at \$9.50. Lamb values steady to weak, best medium and handy-weights to-day at \$15.00, heavier kinds down to \$14.75, and some weighing 102 lbs. at \$14.25 Monday. Heavy clips sold at \$12.75.

ST. PAUL.

(Reported by U. S. Bureau of Agricultural Economics and Minnesota Dept. of Agriculture.)

So. St. Paul, Minn., March 16, 1927.

CATTLE—Declines of mostly 10@25c were put in effect on steers, yearlings and bulls for the week's period, with heifers steady to 25c lower, while vealers ruled mostly \$1.50 lower.

Lightweights topped the trade at \$10.75, while heavy weights sold next in line at \$10.50@10.65. Several loads of lightweight steers sold at \$10.00@10.25, with bulk of the steers at \$8.50@9.50. Mixed steers and heifers sold within a spread of \$8.50@9.80.

A few loads of fat cows cleared at \$6.00 @6.10, with bulk at \$5.25@6.25, while most heifers cleared at \$6.25@7.25. Bulls bulked at \$5.25@5.75. Vealers sold recently from \$11.00@12.00, with bulk around \$11.50, cull and medium grades \$7.00@9.00 mostly.

HOGS—Compared with last Wednesday hog prices are unevenly weak to 25c or more lower while pigs are 25c higher. Hogs averaging 150@200 lbs. sold today from \$11.25@11.50; light lights, \$11.50@12.00; desirable pigs, \$12.75. Butchers scaling 200@250 lbs. brought \$11.00@11.25; heavier weights, \$10.75@10.90. Sows sold from \$9.75@10.00.

SHEEP—Fat lamb prices have been reduced 50@75c during the past week, good to choice woolled lambs being considered salable at present around \$14.25@14.50, with desirable weight ewes from \$8.50@8.75.

NEW YORK LIVE STOCK.

Receipts of live stock at New York for week ending March 12, 1927, are reported officially as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	2,730	9,600	8,753	11,430
New York	949	3,228	18,008	5,769
Central Union	3,505	1,341	100	22,254
Total	7,183	14,169	27,470	39,453
Previous week	8,885	15,070	27,820	40,188
Two weeks ago	6,941	12,513	27,070	48,982

PACKERS' PURCHASES.

Purchases of livestock by packers at principal centers for the week ending Saturday, March 12, 1927, with comparisons, are reported to The National Provisioner as follows:

CHICAGO.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	5,186	12,300	15,295	
Swift & Co.	5,862	5,300	16,280	
Morris & Co.	3,796	5,500	6,030	
Wilson & Co.	4,612	11,300	6,535	
Anglo-Am. Prov. Co.	1,910	5,000		
G. H. Hammond Co.	2,433	3,700		
Libby, McNeill & Libby.	911			

Brennan Packing Co., 6,300 hogs; Miller & Hart, 5,100 hogs; Independent Packing Co., 2,000 hogs; Boyd, Lunham & Co., 2,000 hogs; Western Packing & Provision Co., 7,200 hogs; Roberts & Oake, 4,400 hogs; others, 27,000 hogs.

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	2,490	745	3,480	2,645
Cudahy Pkg. Co.	2,051	901	2,800	5,099
Fowler Pkg. Co.	794	2		
Morris & Co.	2,614	1,086	2,942	1,087
Swift & Co.	3,105	790	8,595	3,205
Wilson & Co.	3,245	994	9,816	4,235
Local butchers	694	177	1,365	2
Total	14,963	4,905	28,158	16,853

OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour & Co.	3,950	12,633	9,838
Cudahy Pkg. Co.	4,726	13,983	11,094
Dold Pkg. Co.	1,090	5,383	
Morris & Co.	3,412	6,744	4,840
Swift & Co.	6,707	11,967	12,861
Eagle Pkg. Co.			
Glassburg, M.	13		
Hoffman Bros.	37		
Mayerowich & Vail.	55		
Omaha Pkg. Co.	46		
J. Rife Pkg. Co.	10		
J. Roth & Sons.	34		
So. Omaha Pkg. Co.	111		
Lincoln Pkg. Co.	254		
Morrell Pkg. Co.	87		
Nagle Pkg. Co.	141		
Sinclair Pkg. Co.	232		
Wilson & Co.	634		
Kennett-Murray Co.		3,857	
J. W. Murphy		7,828	
Other hog buyers, Omaha		18,075	
Total	21,542	81,070	38,573

ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	1,193	813	3,007	1,122
Swift & Co.	2,329	431	3,801	1,580
Morris & Co.	982	361	2,780	641
East Side Pkg. Co.	1,441	247	4,339	260
Others	2,970	1,600	13,421	4,628
Total	8,917	3,452	27,348	8,240

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	2,925	803	9,050	18,271
Armour & Co.	1,929	318	5,529	4,461
Morris & Co.	1,826	368	3,408	3,884
Others	2,161	125	4,656	3,444
Total	8,841	1,614	22,643	30,060

SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	3,059	441	17,830	2,078
Armour & Co.	2,772	428	16,297	1,687
Swift & Co.	1,957	473	9,940	1,498
Sacks Pkg. Co.	210	10	3	
Smith Bros. Pkg. Co.	37		18	
Local butchers	99	15		
Order buyers and packer shipments	2,106	84	18,366	
Total	10,240	1,452	62,454	5,263

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	1,876	587	3,432	80
Wilson & Co.	1,913	644	3,710	71
Others	88		318	
Total	3,882	1,231	7,460	160

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Eastern buyers	1,034	3,190	6,319	970
Klingan & Co.	1,847	717	9,129	612
Armour & Co.	162	50	2,659	28
Indianapolis Abat. Corp.	1,847	34		148
Hilgemeier Bros.			1,111	
Bell Pkg. Co.	125		481	
Schusler Pkg. Co.	24	12	237	
Riverview Pkg. Co.	5		211	
Meier Pkg. Co.	81	12	237	
Indianapolis Prov. Co.	16	8	262	
A. Wahlitz	7	30		22
Hoosier Abat. Co.	30			
Others	303	117	346	144
Total	5,101	4,201	20,962	1,930

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	906	744	5,703	1,116
Dold Pkg. Co.	503	41	4,014	
Local butchers	236			
Total	1,645	785	9,807	1,116

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
E. Kahn's Sons Co.	501	245	4,013	107
Kroger Groc. & Bak. Co.	171	82	2,015	
Gus Jungling	148	96		44
J. F. Schroth Pkg. Co.	19		2,558	
H. H. Meyer Pkg. Co.	53		2,318	
J. Hilberg's Sons.	151			29
A. Sander Pkg. Co.	9		1,295	
Sam Gail		15		307
J. Schlacter's Sons.	181		187	96
Wm. G. Rehn's Sons.	136			
Total	1,367	625	12,190	583

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Piankinton Pkg. Co.	1,123	7,851	8,239	537
U. D. B. Co., N. Y.	61			
The Layton Co.		622		
R. Gunz & Co.	181	37	87	
Armour & Co., Milw.	382	3,881		
Armour & Co., Chicago.	176			
N. Y. B. D. M. Co., N. Y.	16			
Bimble, Harrison, N. J.				588
Corkran, Hill, Balt., Md.				191
Swift Co., Balt., Md.				395
Butchers	255	299	16	72
Others	220	95	17	4
Total	2,414	12,163	10,150	613

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	754	97	2,692	1,545
Armour & Co.	424	108	3,645	3,738
Blaney-Murphy Co.	533	91	1,244	
Others	302	83	538	204
Total	2,013	378	8,119	5,487

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	3,242	5,334	15,824	1,053
Cudahy Pkg. Co.	324	1,617		
Hertz Bros.	162	12		
Swift & Co.	4,475	7,857	21,839	1,016
United Pkg. Co.	1,102	158		19
Others	595	454	11,978	252
Total	9,890	15,430	49,741	2,340

RECAPITULATION.

Recapitulation of packers' purchases by market for the week ending March 12, 1927, with comparisons:

CATTLE.

	Week ending Mar. 12.	Prev. week.	Cor.
Chicago	23,480	23,276	28,927
Kansas City	14,963	16,704	18,034
Omaha	21,542	22,239	24,306
St. Louis	8,917	10,053	18,531
St. Joseph	8,841	8,866	9,252
Sioux City	10,240	10,075	10,247
Oklahoma City	3,882	2,806	2,374
Indianapolis	5,101	5,859	5,466
Cincinnati	1,397	1,734	1,716
Milwaukee	2,414	2,533	2,208
Wichita	1,645	1,561	1,992
Denver	2,013	1,991	2,369
St. Paul	9,890	9,442	10,629
Total	114,295	118,714	136,051

HOGS.

	Week ending Mar. 12.	Prev. week.	Cor.
Chicago	96,300	99,500	109,900
Kansas City	28,158	32,075	29,734
Omaha	81,070	70,731	72,878
St. Louis	27,348	31,454	61,120
St. Joseph	22,643	23,122	31,991
Sioux City	62,544	60,204	59,693
Oklahoma City	7,400	4,617	5,046
Indianapolis	20,962	23,155	24,580
Cincinnati	12,159	14,900	15,484
Milwaukee	10,150	9,493	7,981
Wichita	9,807	11,439	10,899
Denver	8,119	7,177	12,002
St. Paul	49,741	53,856	58,293
Total	436,441	443,789	497,902

SHEEP.

	Week ending Mar. 12.	Prev. week.	Cor.
Chicago	44,438	47,906	58,219
Kansas City	18,853	18,173	18,553
Omaha	38,573	41,034	35,245
St. Louis	8,240	4,167	4,239
St. Joseph	30,060	26,444	31,991
Sioux City	5,283	12,138	6,125
Oklahoma City	160	156	0
Indianapolis	1,930	2,282	1,153
Cincinnati	383	480	453
Milwaukee	613	649	104
Wichita	1,116	1,314	510
Denver	5,487	4,686	4,706
St. Paul	2,340	6,521	1,619
Total	155,056	165,950	162,926

BUFFALO LIVESTOCK IN FEB.

Receipts and disposition of livestock at Buffalo, N. Y., for the month of February, 1927, are reported officially as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Receipts	21,313	24,761	62,357	146,729
Shipments	11,306	20,306	39,000	135,860
Local slaughter	9,588	4,453	23,162	15,630

HIDE AND SKIN MARKETS

Chicago.

PACKER HIDES—Market continues strong and trading fairly active during latter half of week, sales of close to 100,000 hides being reported to date. Light native cows continue to show strength, advancing another $\frac{1}{4}$ c; extreme native steers also advanced $\frac{1}{2}$ c, and light hides generally are more firmly held.

While the movement was general, involving most all descriptions, bulk of the trading was in native and branded steers, principally February-March take-off. With stocks on most descriptions fairly well cleaned up into kill, and the end of the winter season drawing nearer, killers are optimistic at the prospect of a firm market.

Spread native steers last sold at 16c at Chicago for a car January-February take-off; however, a car of same dating has since sold at New York at 16 $\frac{1}{2}$ c. Heavy native steers were sold during the week at 14c. One packer sold 1,000 extreme native steers early in the week at the new price of 14c for February-March. Butt branded steers sold at 13 $\frac{1}{2}$ c. Colorados moved at steady price of 13c; one packer also sold 400 Salt Lake City Colorados at 13c.

Heavy Texas steers moved at 13 $\frac{1}{2}$ c, light Texas steers 12 $\frac{1}{2}$ c, and extreme light Texas steers quoted at 12c.

Heavy native cows sold at 12 $\frac{1}{2}$ c, alone and in combination with branded cows. Light native cows stronger, 13 $\frac{1}{2}$ c being realized for regular points. Branded cows sold at 12c, a steady price; one packer also sold 600 Salt Lake City branded cows at 12 $\frac{1}{2}$ c.

Native bulls last sold at 9 $\frac{1}{2}$ c for regular points and 10c for St. Pauls, January to date. Branded bulls quoted at 8 $\frac{1}{2}$ c for northern points, based on sale of a car of Ft. Worths late last week at 9c, January to date.

SMALL PACKER HIDES—Market inactive, locally; only one killer holding a small March production. Last trading locally three weeks ago, when all other small packers realized 12 $\frac{1}{2}$ c for March all-weight native steers and cows and 11 $\frac{1}{2}$ c for branded; native bulls brought 9c, branded, 8c.

Market considerably stronger since, based on sales of big packer light native cows— $\frac{3}{4}$ c above prices obtained at that time. Some small packer stocks offered for re-sale, with holders' ideas around 13 $\frac{1}{4}$ c for heavy hides.

COUNTRY HIDES—Country hides are strong and appear to be rather closely sold up. Offerings are light and tanners complain of the high prices asked. Hides with only few grubs are in keen demand by dealers who are sold ahead. Good all-weights, around 47 lb. average, with not over 10 per cent grubs, have sold at 13c.

Heavy steers generally 11 $\frac{1}{2}$ c asked; heavy cows, 10 $\frac{1}{2}$ c asked. Good 45-60 lb. buffs, slightly grubby, have sold at 12 $\frac{1}{2}$ c, but most buyers decline to pay over 12c. Extremes generally 14 $\frac{1}{4}$ c asked, the top for good 25-45 lb. weights, slightly grubby. Bulls 8 $\frac{1}{2}$ c asked. All-weight western branded quoted at 10 $\frac{1}{2}$ c @ 11c, Chicago freight.

CALFSKINS—Packer calfskin market inactive, and generally 16 $\frac{1}{2}$ c@17 $\frac{1}{2}$ c asked.

First salted Chicago city calfskins have sold at 16 $\frac{1}{2}$ c for 810 lb., but inclined to be draggy; talking 16c on straight weight

basis. Outside city skins quoted around 16c. Resalted lots priced at 14 $\frac{1}{2}$ c, selected. Straight countries priced around 13 $\frac{1}{2}$ c.

KIPSKINS—Packer kipskins inactive and quoted nominally around 16 $\frac{1}{2}$ c for natives, 16c for over-weights and 14c for branded.

First salted Chicago city kips quoted around 15 $\frac{1}{2}$ c@16c, nominally. Outside city kips quoted around 15 $\frac{1}{2}$ c@15 $\frac{1}{2}$ c. Resalted lots priced at 14 $\frac{1}{2}$ c, selected. Straight countries around 13 $\frac{1}{2}$ c asked.

Packer regular slunks sold late last week at \$1.15 and generally quoted at \$1.10@1.15. Hairless slunks priced around 70@75c, according to percentage of No. 2's.

HORSEHIDES—Horsehides steady. Choice renderers generally held at \$5.25; good mixed lots priced at \$4.75 and ordinary northern lots quoted at \$4.25@4.50.

SHEEPSKINS—Dry pelts quoted at 22@24c per lb., according to section. Packer shearlings steady, with production at this season running largely to No. 2's; up to \$1.05 could be secured for good percentage of No. 1's, while sales were made week previous at 92 $\frac{1}{2}$ c for couple cars running only 20 per cent No. 1's. Pickled skins continue firm; one packer sold a car of ribby lambs at \$7.00 per doz., and \$7.25 asked for straight run of lambs. Packer wool lambs unchanged at Chicago and quoted around \$3.25 per cwt., live lamb.

PIGSKINS—No. 1 pigskin strips quiet; nominal market around 7 $\frac{1}{2}$ c@7 $\frac{3}{4}$ c with offerings at the high figure.

New York.

PACKER HIDES—City packer hide market strong; February stocks are well cleaned up and only one packer offering March hides, so far, and asking $\frac{1}{4}$ c over prices last obtained. Tanners showing a keen interest in the way of inquiries for March offerings but sellers are awaiting developments in the western market. Last trading in February hides was at 16 $\frac{1}{2}$ c for spread native steers, 14c for native steers, 13 $\frac{1}{2}$ c for butt branded steers and 13c for Colorados.

COUNTRY HIDES—Country hides strong but extremely quiet, due to light stocks. Buyers looking in all directions for offerings, and say that scarcity is a real factor and that until all contracts have been fulfilled a stiff market may exist. Good extremes scarce and 14 $\frac{1}{4}$ c@14 $\frac{1}{2}$ c talked for 25-45 lb. weights; 13 $\frac{1}{2}$ c@14c for 25-50's.

CALFSKINS—Calfskins steady but rather quiet. Stocks light except on the 7-9 lb. weights. The 5-7's and 7-9's generally \$1.85 asked and some 9-12's reported sold at \$2.75, or a shade better than previous quotations. Heavy kips, 17 lb. up, sold at steady price of \$4.00.

CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ending March 12, 1927, 3,659,000 lbs.; previous week, 4,519,000 lbs.; same week, 1926, 2,928,000 lbs.; from Jan. 1 to March 12, 50,026,000 lbs.; same period, 1926, 33,476,000 lbs.

Shipments of hides from Chicago for the week ending March 12, 1927, 5,368,000 lbs.; previous week, 5,399,000 lbs.; same week, 1926, 5,106,000 lbs.; from Jan. 1 to March 12, 57,845,000 lbs.; same period, 1926, 57,090,000 lbs.

SLAUGHTER REPORTS.

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending March 12, 1927.

CATTLE.

	Week ending Mar. 12.	Prev. week.	Cor. week.
Chicago	23,490	23,276	28,927
Kansas City	19,058	22,494	22,576
Omaha	17,880	21,920	23,206
East St. Louis	8,917	10,035	9,374
St. Joseph	8,393	9,440	8,283
Sioux City	9,726	10,579	9,372
Cudahy	703	813	692
Fort Worth	5,410	6,536	5,848
Philadelphia	2,008	2,036	2,286
Indianapolis	4,210	4,177	3,947
Boston	1,312	1,202	1,392
New York and Jersey City	9,391	9,107	9,447
Oklahoma City	5,113	5,636	...
Total	115,371	125,911	125,330

HOGS.

	Week ending Mar. 12.	Prev. week.	Cor. week.
Chicago	96,300	99,500	109,900
Kansas City	28,158	32,301	29,734
Omaha	55,235	42,626	38,988
East St. Louis	27,348	31,454	25,827
St. Joseph	24,382	37,552	20,150
Sioux City	39,687	38,235	38,228
Cudahy	15,653	14,351	5,695
Fort Worth	9,075	7,727	4,670
Philadelphia	18,591	18,693	15,402
Indianapolis	24,382	37,552	20,150
Boston	11,408	11,598	11,340
New York and Jersey City	49,586	48,705	46,813
Oklahoma City	7,400	4,017	...
Total	400,996	408,991	374,586

SHEEP.

	Week ending Mar. 12.	Prev. week.	Cor. week.
Chicago	44,438	47,906	58,210
Kansas City	18,853	18,332	18,553
Omaha	36,041	35,012	34,929
East St. Louis	8,240	8,843	4,393
St. Joseph	26,006	25,467	28,242
Sioux City	7,438	10,091	6,379
Cudahy	195	395	118
Fort Worth	2,298	1,208	996
Philadelphia	4,178	5,100	4,659
Indianapolis	830	676	618
Boston	3,352	3,714	3,558
New York and Jersey City	44,047	53,802	40,000
Oklahoma City	190	156	...
Total	194,965	210,702	201,843

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ending March 19, 1927, with comparisons, are reported as follows:

PACKER HIDES.

	Week ending Mar. 19, '27.	Week ending Mar. 12, '27.	Cor. week 1926.
Spread native	10 @ 10 $\frac{1}{2}$	@ 16	@ 14 $\frac{1}{2}$ n
Heavy native	@ 14	@ 14	@ 12 $\frac{1}{2}$
Heavy Texas	@ 13 $\frac{1}{2}$	@ 13 $\frac{1}{2}$	@ 12
Heavy butt	@ 13 $\frac{1}{2}$	@ 13 $\frac{1}{2}$	@ 12
Branded steers	@ 13	@ 13	@ 11 $\frac{1}{2}$
Heavy Colorado	@ 12	@ 12	@ 11
Ex-light Texas	@ 12	@ 12	@ 10 $\frac{1}{2}$
Branded cows	@ 12 $\frac{1}{2}$	@ 12 $\frac{1}{2}$	@ 10 $\frac{1}{2}$
Heavy native	@ 12 $\frac{1}{2}$	@ 12 $\frac{1}{2}$	@ 10 $\frac{1}{2}$
Light native	@ 13 $\frac{1}{2}$	@ 13 $\frac{1}{2}$	@ 11 $\frac{1}{2}$
Cows	@ 13 $\frac{1}{2}$	@ 13 $\frac{1}{2}$	@ 11 $\frac{1}{2}$
Native bulls	9 $\frac{1}{2}$ @ 10	@ 9 $\frac{1}{2}$	@ 9 $\frac{1}{2}$
Branded bulls	@ 9	@ 8	@ 8
Calfskins	16 $\frac{1}{2}$ @ 17 $\frac{1}{2}$ n	17 $\frac{1}{2}$ n@ 16 $\frac{1}{2}$ s	@ 15 $\frac{1}{2}$
Kips	@ 16 $\frac{1}{2}$ n	@ 16 $\frac{1}{2}$ n	@ 15 $\frac{1}{2}$
Kips, overwt.	@ 16n	@ 16	@ 14 $\frac{1}{2}$
Kips, branded	@ 14n	@ 14	@ 13
Slunks, regular	1.10@1.15	1.15@1.25	@ 85
Slunks, hairless	70 @ 75	70 @ 75	@ 60

Light, Native, Butts, Colorado and Texas steers 1c per lb. less than heavies.

CITY AND SMALL PACKERS.

	Week ending Mar. 19, '27.	Week ending Mar. 12, '27.	Cor. week 1926.
Natives, all weights	@ 13 $\frac{1}{2}$ n	12 $\frac{1}{2}$ @ 13n	@ 11 $\frac{1}{2}$
Branded hds.	@ 12 $\frac{1}{2}$ n	11 $\frac{1}{2}$ @ 12n	@ 10 $\frac{1}{2}$
Bulls, native	@ 9n	@ 9	@ 9 $\frac{1}{2}$
Branded bulls	@ 8n	@ 8	@ 8 $\frac{1}{2}$
Calfskins	@ 16 $\frac{1}{2}$ n	16 $\frac{1}{2}$ @ 17	@ 17 $\frac{1}{2}$
Kips	@ 15 $\frac{1}{2}$ n	15 $\frac{1}{2}$ @ 16	@ 14 $\frac{1}{2}$ n
Slunks, regular	.85 @ 90n	@ 1.00n	@ 1.00
Slunks, hairless	45 @ 50n	50 @ 55	@ 40

COUNTRY HIDES.

	Week ending Mar. 19, '27.	Week ending Mar. 12, '27.	Cor. week 1926.
Heavy steers	11 @ 11 $\frac{1}{2}$ ax	10 $\frac{1}{2}$ @ 11	11 @ 11 $\frac{1}{2}$
Heavy cows	10 $\frac{1}{2}$ @ 11ax	10 @ 10 $\frac{1}{2}$	9 @ 9 $\frac{1}{2}$
Butts	12 @ 12 $\frac{1}{2}$ ax	11 $\frac{1}{2}$ @ 12	9 $\frac{1}{2}$ @ 10
Extremes	14 @ 14 $\frac{1}{2}$ ax	13 $\frac{1}{2}$ @ 14 $\frac{1}{2}$ n	11 @ 12
Bulls	8 @ 8 $\frac{1}{2}$ ax	7 $\frac{1}{2}$ @ 8ax	7 $\frac{1}{2}$ @ 8
Calfskins	@ 13 $\frac{1}{2}$ ax	@ 13 $\frac{1}{2}$ ax	@ 12 $\frac{1}{2}$
Kips	@ 13 $\frac{1}{2}$ ax	@ 13 $\frac{1}{2}$ ax	@ 12 $\frac{1}{2}$
Light calf	1.00@1.10	1.00@1.10	80 @ 90
Deacons	1.00@1.10	1.00@1.10	70 @ 80
Slunks, regular	.60 @ 70	.60 @ 70	70 @ 80
Slunks, hairless	.15 @ 25	.15 @ 25	25 @ 30
Horsehides	4.25@5.25	4.25@5.25	4.00@4.25
Hogskins	@ 40	@ 40ax	25 @ 30

SHEEPSKINS.

	Week ending Mar. 19, '27.	Week ending Mar. 12, '27.	Cor. week 1926.
Packer lambs	1.80@2.60	1.80@2.60	2.25@2.50
Prs. shearings	.02 $\frac{1}{2}$ @ 1.05	1.00@1.05	@ 1.10
Dry pelts	22 @ 24	22 @ 24	23 @ 25

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ICE AND REFRIGERATION

ICE NOTES.

The Springfield Cold Storage Co., Springfield, Mass., has been incorporated by Wm. V. Baldwin, Alfred Leeds and Louis H. Richards, all of Springfield.

The Clinton Ice & Cold Storage Co., Clinton, Mo., has been incorporated by H. M. Haysler and S. H. Haysler, with capital stock of \$130,000.

A two-story refrigerating and ice manufacturing plant, to cost \$125,000, is to be erected by the Springfield Ice & Refrigeration Co., at Springfield, Mo. Headquarters of the company are at 227 West Mill street, Springfield.

H. M. McMaken, J. P. White and H. Amason have incorporated the Roswell Ice & Cold Storage Co., Roswell, New Mexico, with a capital stock of \$25,000.

E. E. Peterman, H. P. Austin and J. R. Rogerson have incorporated the Northern Cold Storage Corp., Jamestown, N. Y.

The Western Ice & Cold Storage Co., Seminole, Okla., plan to erect a 20-ton ice and cold storage plant which will cost about \$45,000.

The West York Ice & Cold Storage Co., York, Pa., has been incorporated with capital stock of \$30,000. Incorporators are J. W. Sheffer, Zach Lauer, H. C. Sitt and others.

An ice and cold storage plant is to be erected at Myrtle Beach, S. C., by the Hartsville Ice & Fuel Co., Hartsville, S. C., of which C. G. Timberlake is president.

Plans are being completed for the organization of a company to erect a cold storage and ice manufacturing plant on Central avenue, North Chattanooga, Tenn. Estimated cost of the project is about \$500,000. Z. W. Wheland, Mississippi avenue, North Chattanooga; and G. H. Patten, Eleventh and Georgia streets, Chattanooga, are interested.

An auxiliary cold storage and ice plant is being prepared for use by the North-

western Ice & Cold Storage Co., at Union avenue, East Third and East Flanders streets, Portland, Ore.

The St. Louis County Ice & Cold Storage Co., St. Louis, Mo., will erect a cold storage building and ice plant at Manchester, Mo. Estimated cost is \$40,000.

An addition to their cold storage warehouse at Muskogee, Okla., is planned by the Central Ice & Packing Plant Co. Cost of the addition will be \$35,000.

A one story cold storage warehouse and ice plant, to cost \$21,000, will be erected at Abilene, Tex., by the Independent Ice & Refrigerator Co.

A four-story and basement addition to their cold storage and refrigerating plant will be built by the Terminal Cold Storage & Ice Co., 38 Eaker street, Dayton, Ohio. Estimated cost is \$85,000. H. J. C. Brenner is president of the company.

The Albany Central Cold Storage & Warehouse Co., Albany, N. Y., will hereafter be known as the Central Railway Terminal & Cold Storage Company.

The American Ice Co. plan to erect a \$40,000 cold storage warehouse and ice plant at 205 West Seventy-first street, Kansas City, Mo.

A cold storage plant which will cost about \$750,000 is to be erected in Chattanooga, Tenn., by J. H. Street & Associates.

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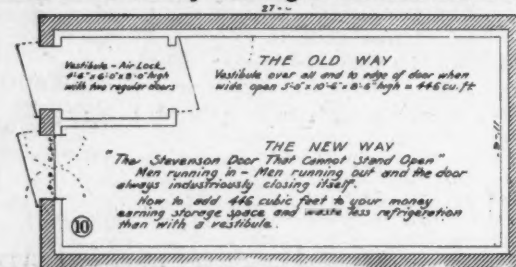
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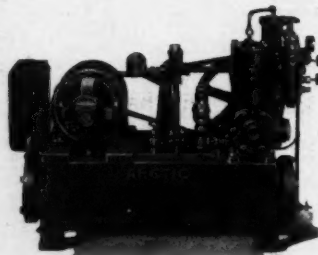
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Chicago Section

P. A. Jacobson, president of the Interstate Packing Co., Winona, Minn., was a Chicago visitor this week.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 30,940 cattle, 12,721 calves, 79,953 hogs and 27,666 sheep.

Jay E. Decker, president, and A. Wallmo, general sales manager of Jacob E. Decker & Sons Co., Inc., Mason City, Ia., were in the city this week.

Fred R. Burrows, of the provision department of Swift & Company, has returned to Chicago with Mrs. Burrows after a five weeks' vacation in the South.

Horace O. Wetmore, head of the branch house sales department of Wilson & Company, returned this week from a business trip through the South, which included New Orleans, San Antonio, Dallas, and other Southern cities.

Provision shipments from Chicago for the week ending March 12, 1927, with comparisons, are reported as follows:

	Last wk.	Prev. wk.	Cor. week.
	1926.		
Cured meats, lbs....	14,250,000	13,700,000	10,810,000
Fresh meats, lbs....	41,620,000	38,254,000	43,580,000
Lard, lbs.....	5,942,000	5,404,000	8,140,000

Prices realized on Swift & Company's sales of carcass beef in Chicago for week ending March 12, 1927, on shipments sold out were as follows: Cows, common to good, 10.00@13.50c; steers, common to medium, 12@16c; steers, good to choice, 16@20c; and averaged 14.13c a pound.

Carl H. Smith, formerly associated with John W. Hall, well-known packinghouse

broker in Chicago, has accepted a position with Roesling, Monroe & Co., a new brokerage incorporation which will deal in vegetable oils. The new company will have offices in San Francisco, Chicago and New York. Mr. Smith will open and have charge of the Chicago office.

JACOBS TO BUILD NEW PLANT.

Plans have been completed by the Jacobs Packing Company, Nashville, Tenn., for the construction of a modern concrete and steel plant adjoining their present location.

The new plant will have a 165 foot front and extend to a depth of 400 feet. It is expected to be ready for operation by January, 1928.

In addition to providing facilities for their continuation as pork and beef packers, the new plant will provide for the operation of a lard refinery, by-products departments, a custom killing plant, and a general produce plant and poultry feeding station. The building occupied at present will be used for the produce end of the business, which the company expects to embark upon on a large scale.

It is planned to put out a fancy brand of ham to be known as "Preferred," and to continue the manufacture of high grade sausage, boiled hams and cooked meat specialties.

The Jacobs Packing Company was founded in 1875 by William Jacobs, who originally specialized in the manufacture of sausage. His sons, W. F. and George S. Jacobs, are now president and treasurer, respectively. The family is well-known in the meat industry.

Other officers are E. J. Koehm, vice-president and general manager; Jackson B. White, vice-president; Eugene Cato, secretary; David Startup, assistant secretary.

Mr. Koehm was formerly sales manager for the Neuhooff Packing Co., Nashville, and later of the White Provision Co., Atlanta. He is known as an active and progressive figure in the field of merchandising meat products.

EUROPEAN FAT EXPERT HERE.

Dr. Alfred Eisenstein, of Vienna, Austria, the well-known authority on oils and fats, is spending a few weeks with Arthur D. Little, Inc., consulting chemists and engineers of Cambridge, Mass., with whom he is associated as European correspondent and consultant.



E. J. KOEHM.

Swift & Company's male chorus gave its annual concert at Orchestra Hall, Chicago, on the evening of March 17 with Florence Austral, dramatic soprano, as the soloist. These annual concerts have become very popular in Chicago. All the choristers are employees of Swift & Company, and according to a well known musical critic the chorus has "proved itself one of the city's representative musical bodies." Its conductor is D. A. Clippinger, with Adalbert Huguelet as accompanist.

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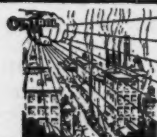
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JIM AGAR LOSES DAUGHTER.

The sympathy of the trade was extended last week to James S. Agar, head of the Agar Packing & Provision Co., Chicago, over the death of his daughter, Mrs. Ruth Agar Jaicks, who passed away very suddenly on March 9 from the effects of a minor operation. She was active in social and church affairs, was a singer of considerable note, and saw active service in France with the Red Cross during the War. Besides her parents, she leaves a brother, Jack, who is an officer of the Agar company; her husband, Wilson A. Jaicks, and three small sons, 2, 4 and 5 years of age, besides a host of warm friends. The funeral was held on Saturday, March 12, from the late residence in Lake Forest, Ill.

DOLD HEADS GO ABROAD.

President E. C. Andrews and Secretary J. N. Scully, of the Jacob Dold Packing Co., Buffalo, N. Y., sailed on the SS. Leviathan recently for an extended European trip, during the course of which they will visit the principal Dold offices in England, as well as the Dold representatives in the larger Continental cities. They will also visit the larger packinghouse establishments in Europe and make a general survey of conditions over there as they affect the American packing industry.

DEATH TAKES B. C. WINCHELL.

The trade was grieved to learn of the recent death of Byron C. Winchell, well known meat, provision and canned goods broker of Cortland, N. Y.

Mr. Winchell was an old packinghouse man and for a number of years was principal owner of a plant in Cortland. Later he left the packing field and devoted his attention to his thriving brokerage business.

Few men, perhaps, had more friends in the packing industry than B. C. Winchell. He was well known everywhere, and those who knew him respected and admired him greatly. He had an outstanding reputation as a salesman, and was also known as a true friend.

His brokerage business will be carried

on under the same name by his son, C. A. Winchell, assisted by P. W. Hoag, who announce that the policies established by the late Mr. Winchell will be continued.

AGAR REPORTS GOOD YEAR.

Sales totaling \$8,927,973 and net earnings of \$314,198 are reported for the year 1926 in the income account of the Agar Packing & Provision Co., Chicago, recently made public. Both items show a substantial increase over the 1925 figures of \$5,164,048 for sales and \$254,923 for net earnings.

The surplus for the year 1926 at \$113,336, also shows a big increase over the 1925 figure of \$68,118.

The figures are as follows:

	1926.	1925.
Sales	\$8,927,973	\$5,164,048
Net earnings	314,198	254,923
Interest	106,307	103,817
Depreciation	94,554	82,988
Surplus for year	113,336	68,118

CHICAGO LIVESTOCK.

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Mar. 7	16,893	3,631	42,174	15,034
Tues., Mar. 8	9,808	3,083	19,410	14,353
Wed., Mar. 9	7,781	2,246	12,882	13,436
Thur., Mar. 10	11,112	4,661	32,380	12,473
Fri., Mar. 11	2,638	1,083	25,222	9,745
Sat., Mar. 12	123	53	5,622	2,066
Total last week	48,415	14,707	137,690	67,137
Previous week	46,423	12,967	141,782	68,322
Year ago	55,440	18,846	155,709	82,170
Two years ago	52,804	20,401	147,600	78,281

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Mar. 7	4,749	356	14,224	4,442
Tues., Mar. 8	2,422	89	9,279	3,854
Wed., Mar. 9	2,806	60	5,173	2,753
Thur., Mar. 10	3,048	230	9,044	3,839
Fri., Mar. 11	1,268	176	10,463	2,237
Sat., Mar. 12	66	12	1,809	1,021
Total last week	14,359	933	50,062	18,106
Previous week	12,958	1,024	46,165	18,145
Year ago	14,201	963	51,888	20,085
Two years ago	16,077	361	42,966	19,447

Receipts at Chicago Stock Yards thus far this year to March 12, with comparative totals:

	1927.	1926.
Cattle	561,942	584,068
Calves	138,501	151,152
Hogs	1,650,519	1,775,251
Sheep	841,877	867,861

Combined weekly hog receipts at eleven markets for week ending March 12, with comparisons:

	1927.	1926.
Week ending March 12	530,000	530,000
Previous week	530,000	530,000
1926	530,000	530,000
1925	530,000	530,000
1924	530,000	530,000
1923	530,000	530,000
1922	530,000	530,000

Combined receipts at seven markets for the week ending March 12, with comparisons:

	*Cattle.	Hogs.	Sheep.
Week ending March 12	151,000	468,000	200,000
Previous week	157,000	472,000	207,000
1926	170,000	470,000	209,000
1925	182,000	500,000	215,000
1924	172,000	708,000	181,000
1923	163,000	639,000	184,000
1922	181,000	390,000	175,000

Combined receipts at seven points for the year to March 12, with comparisons:

	*Cattle.	Hogs.	Sheep.
1927	1,742,000	5,218,000	2,050,000
1926	1,909,000	5,432,000	2,175,000
1925	1,896,000	7,470,000	1,962,000
1924	1,956,000	8,165,000	2,098,000
1923	1,963,000	7,245,000	2,224,000
1922	1,809,000	5,508,000	2,047,000

*Previous to 1927 calves at Omaha, St. Louis and St. Joseph counted as cattle.

Chicago Stock Yards receipts, average weight and top and average prices for hogs, with comparisons:

	Average Number received	Weight lbs.	Top.	Average.
*This week	139,600	241	\$12.30	\$11.55
Previous week	141,782	238	\$12.35	\$11.70
1926	155,709	246	\$14.26	\$12.25
1925	147,600	229	\$14.25	\$13.75
1924	224,162	230	\$7.65	\$7.40
1923	197,522	230	\$8.85	\$8.20
1922	150,189	240	\$10.95	\$10.25
Av. 1922-1926	175,000	237	\$11.30	\$10.35

*Receipts and average weight for week ending March 12, 1926, unofficial.

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
This week	\$10.85	\$11.55	\$8.00	\$14.95
Previous week	10.60	11.70	8.10	14.90
1926	9.85	12.25	8.10	13.20
1925	10.35	13.75	9.35	16.90
1924	9.40	7.40	9.85	15.40
1923	8.85	8.20	8.00	13.75
1922	7.95	10.25	8.35	14.40
Av. 1922-1926	\$9.30	\$10.35	\$8.70	\$14.65

Following is given the net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards:

	Cattle.	Hogs.	Sheep.
*Week ending March 12	34,000	88,900	49,400
Previous week	33,465	85,617	50,177
1926	41,230	108,821	50,085
1925	36,749	104,734	58,824
1924	34,760	164,461	49,565

*Saturday, March 12, estimated.

Chicago packers hog slaughters for the week ending March 12, 1927:

Armour & Co.	12,300
Anglo-American	3,000
Swift & Co.	5,900
Hammond Co.	3,700
Morris & Co.	5,500
Wilson & Co.	11,300
Boyd-Lunham	2,600
Western Packing Co.	7,200
Roberts & Oak	4,400
Miller & Hart	3,100
Independent Packing Co.	2,600
Brennan Packing Co.	6,800
Agar Packing Co.	2,700
Others	24,800
Total	96,300
Previous week	96,500
1926	109,900
1925	108,200
1924	170,800

(For Chicago livestock prices see page 43.)

What pork cuts are cured in dry salt and how is it done? Ask THE BLUE BOOK, the "Packer's Encyclopedia."



BUSINESS EDITORS IN CONFERENCE WITH PRESIDENT COOLIDGE AT WASHINGTON.

Group comprises editors representing iron and steel, electrical and mining, chemical and metallurgical engineering, coal, rubber and tire manufacturing, automobile transportation, railroads, and other principal industries.

At the President's left, Frank C. Wight, editor Engineering News-Record, New York. At the President's right, Paul I. Aldrich, editor THE NATIONAL PROVISIONER, Chicago.

Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

CASH PRICES.

Based on Actual Carlot Trading, Thursday, March 17, 1927.

Green Meats.

Regular Hams—		
8-10 lbs. avg.	.....	@23½
10-12 lbs. avg.	.....	@22
12-14 lbs. avg.	.....	@20½
14-16 lbs. avg.	.....	@20
16-18 lbs. avg.	.....	@20
18-20 lbs. avg.	.....	@20½
Skinned Hams—		
14-16 lbs. avg.	.....	@23½
16-18 lbs. avg.	.....	@23½
18-20 lbs. avg.	.....	@23½
20-22 lbs. avg.	.....	@22½
22-24 lbs. avg.	.....	@21½
24-26 lbs. avg.	.....	@20
26-30 lbs. avg.	.....	@19½

Pies—		
4-6 lbs. avg.	.....	@15
6-8 lbs. avg.	.....	@14
8-10 lbs. avg.	.....	@13½
10-12 lbs. avg.	.....	@13½
12-14 lbs. avg.	.....	@13½
Bellies—(Square cut and seedless)		
6-8 lbs. avg.	.....	@24½
8-10 lbs. avg.	.....	@23½
10-12 lbs. avg.	.....	@22½
12-14 lbs. avg.	.....	@21½
14-16 lbs. avg.	.....	@20
16-20 lbs. avg.	.....	@18½

Pickled Meats.

Regular Hams—		
8-10 lbs. avg.	.....	@22½
10-12 lbs. avg.	.....	@22
12-14 lbs. avg.	.....	@21½
14-16 lbs. avg.	.....	@21½
16-18 lbs. avg.	.....	@21½
18-20 lbs. avg.	.....	@21½
Boiling Hams—(house run)		
16-18 lbs. avg.	.....	@21
18-20 lbs. avg.	.....	@21
20-22 lbs. avg.	.....	@21

Skinned Hams—		
14-16 lbs. avg.	.....	@24
16-18 lbs. avg.	.....	@23½
18-20 lbs. avg.	.....	@23
20-22 lbs. avg.	.....	@22½
22-24 lbs. avg.	.....	@21½
24-26 lbs. avg.	.....	@20½
26-30 lbs. avg.	.....	@19½

Pies—		
4-6 lbs. avg.	.....	@15
6-8 lbs. avg.	.....	@14
8-10 lbs. avg.	.....	@13½
10-12 lbs. avg.	.....	@13½
12-14 lbs. avg.	.....	@13½
Bellies—(square cut and seedless)		
6-8 lbs. avg.	.....	@23
8-10 lbs. avg.	.....	@22
10-12 lbs. avg.	.....	@21
12-14 lbs. avg.	.....	@20½
14-16 lbs. avg.	.....	@20
16-20 lbs. avg.	.....	@19

Dry Salt Meats.

Extra short clears, 35-45	.....	@15½
Extra short ribs, 35-45	.....	@15½
Regular plates, 6-8	.....	@11½
Clear plates, 4-6	.....	@10
Jowl butte	.....	@10
Fat Backs—		
8-10 lbs. avg.	.....	@10
10-12 lbs. avg.	.....	@10½
12-14 lbs. avg.	.....	@11½
14-16 lbs. avg.	.....	@12½
16-18 lbs. avg.	.....	@13½
18-20 lbs. avg.	.....	@13½
20-25 lbs. avg.	.....	@14½
Clear Bellies—		
10-18 lbs. avg.	.....	@16½
18-20 lbs. avg.	.....	@16½
20-25 lbs. avg.	.....	@16½
25-30 lbs. avg.	.....	@16½
30-35 lbs. avg.	.....	@16½
35-40 lbs. avg.	.....	@16
40-50 lbs. avg.	.....	@15½

FUTURE PRICES.

Official Board of Trade Range of Prices

SATURDAY, MARCH 12, 1927.

Open. High. Low. Close.

LARD—				
Mar.	.....	.....	.....	12.40
May	.....	12.52½	12.57½	12.57½
July	.....	12.72½	12.77½	12.77½

CLEAR BELLIES—				
May	.....	.....	.....	16.87½
July	.....	.....	.....	16.00

SHORT RIBS—				
May	.....	.....	.....	14.75
July	.....	.....	.....	14.45

MONDAY, MARCH 14, 1927.

Open. High. Low. Close.

LARD—				
Mar.	.....	.....	.....	12.40n
May	.....	12.60	12.62½	12.57½
July	.....	12.82½	12.87½	12.77½-80ax
Sept.	.....	13.05	12.97½-13.00	13.00n

CLEAR BELLIES—				
May	.....	16.87½	16.85	16.87½
July	.....	.....	.....	16.00n

SHORT RIBS—				
May	.....	.....	.....	14.72½ax
July	.....	.....	.....	14.45n

TUESDAY, MARCH 15, 1927.

Open. High. Low. Close.

LARD—				
Mar.	.....	.....	.....	12.40ax
May	.....	12.55-60	12.62½-65	12.50
July	.....	12.82½-85	12.85-87½	12.72½
Sept.	.....	13.00	13.05	12.95

CLEAR BELLIES—				
May	.....	.....	.....	16.90ax
July	.....	16.55	16.50	16.50ax

SHORT RIBS—				
May	.....	14.80	14.80	14.75
July	.....	14.45	14.47½	14.45½

WEDNESDAY, MARCH 16, 1927.

Open. High. Low. Close.

LARD—				
Mar.	.....	12.32½	12.32½	12.32½
May	.....	12.47½	12.47½	12.42½b
July	.....	12.70	12.70	12.65
Sept.	.....	12.90	12.90	12.87½ax

CLEAR BELLIES—				
May	.....	16.50	16.50	16.50
July	.....	16.35	16.35	16.27½

SHORT RIBS—				
May	.....	14.67½	14.67½	14.60
July	.....	14.85	14.85	14.35

THURSDAY, MARCH 17, 1927.

Open. High. Low. Close.

LARD—				
Mar.	.....	12.32½	12.32½	12.30ax
May	.....	12.45	12.45	12.40b
July	.....	12.65	12.65	12.62½b
Sept.	.....	12.87½	12.87½	12.85ax

CLEAR BELLIES—				
May	.....	16.45	16.50	16.45b
July	.....	.....	.....	16.20b

SHORT RIBS—				
May	.....	.....	.....	14.60n
July	.....	.....	.....	14.30ax

FRIDAY, MARCH 18, 1927.

Open. High. Low. Close.

LARD—				
Mar.	.....	12.30	12.35	12.35n
May	.....	12.40-40½	12.50	12.37½
July	.....	12.62½	12.70	12.60
Sept.	.....	12.82½	12.92½	12.92½b

CLEAR BELLIES—				
May	.....	16.42½	16.55	16.42½
July	.....	.....	.....	16.20b

SHORT RIBS—				
May	.....	14.00	14.00	14.50b
July	.....	14.10	14.15	14.15

CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ending Thursday, March 17, 1927, with comparisons, were as follows:

	Week ending Mar. 17.	Prev. week.	Cor. week, 1926.
Armour & Co.	7,851	5,124	5,699
Anglo-Amer. Prov. Co.	6,055	3,458	1,801
Swift & Co.	9,318	6,596	4,207
G. H. Hammond Co.	7,282	3,570	1,902
Morris & Co.	8,639	5,563	6,180
Wilson & Co.	9,801	8,443	6,713
Boyd-Lunham Co.	5,504	3,230	4,451
Western Pkg. & Prov. Co.	4,950	8,451	7,329
Roberts & Oake	6,066	5,613	5,720
Miller & Hart	4,304	5,207	6,980
Independent Packing Co.	5,447	3,411	4,440
Brennan Packing Co.	5,950	6,025	6,250
Agar Packing Co.	5,000	2,612	2,078
Total	84,112	67,318	63,751

CHICAGO RETAIL FRESH MEATS.

Beef.

	No. 1.	No. 2.	No. 3.
Rib roast, heavy end	25	22	12
Rib roast, light end	36	28	20
Chuck roast	22	18	14
Steaks, round	40	30	20
Steaks, sirloin, first cut	40	32	22
Steaks, porterhouse	50	37	25
Steaks, flank	28	21	18
Beef stew, chuck	20	18	12½
Corned briskets, boneless	24	22	18
Corned plates	16	12	10
Corned rumps, boneless	25	22	18

Lamb.

	Good.	Com.
Hindquarters	40	25
Legs	42	30
Stews	20	15
Chops, shoulder	25	20
Chops, ribs and loin	45	25

Mutton.

Legs	28	..
Stew	10	..
Shoulders	16	..
Chops, rib and loin	35	..

Pork.

Loin, whole, 8@10 avg.	28	@30
Loin, whole, 10@12 avg.	25	@27
Loin, whole, 12@14 avg.	24	@24
Loin, whole, 14 and over	24	@26
Chops	28	@32
Shoulders	22	@22
Butts	24	@24
Spareribs	14	@18
Hocks	14	@14
Leaf lard, unrendered	15	@15

Veal.

Hindquarters	28	@30
Forequarters	16	@22
Legs	38	@30
Shoulders	14	@18
Cutlets	20	@40
Rib and loin chops	35	@35

Butchers' Offal.

Suet	6	@6
Shop fat	3	@3
Bones, per 100 lbs.	20	@20
Calf skins	15	@15
Kips	13	@13
Deacons	12	@12

CURING MATERIALS.

	Bbls.	Sacks.
Nitrite of Soda, 1 c. l. Chicago	9%	..
Double refined saltpetre, gran., 1 c. l.	6%	6%
Crystals	8	7%
Double refined nitrate of soda, f. o. b.	..	..
N. Y. B. S., carloads	3%	3%
Less than carloads, granulated	4%	4
Crystals	5%	5
Kegs, 100@200 lbs., 1c more	..	..
Boric acid, in carloads, powdered, in bbls. 9	5%	..
Crystal to powdered, in bbls., in 5-ton lots or more	9%	9%
In bbls. in less than 5-ton lots	9%	10
Borax, carloads, powdered, in bbls.	5	4%
In ton lots, gran. or powdered, in bbls.	5%	5
Salt—		
Granulated, car lots, per ton, f.o.b. Chicago	..	\$6.00
Medium, car lots, per ton, f.o.b. Chicago	..	\$10
Rock, car lots, per ton, f.o.b. Chicago	..	7.00
Sugar—		
Raw sugar, 96 basis, f.o.b. New Orleans	..	@4.95
Second sugar, 90 basis	..	None
Syrup, testing 63 and 65 combine sucrose and invert, New York	..	@4.00
Standard granulated f.o.b. refiners (2%)	..	@8.05
Packers' curing sugar, 100 lb. bags, f.o.b.	..	..
Reserve, La., less 2%	..	@5.70
Packers' curing sugar, 250 lb. bags, f.o.b.	..	..
Reserve, La., less 2%	..	@5.00

PURE VINEGARS

A. P. CALLAHAN & COMPANY

200 SOUTH LA SALLE STREET
CHICAGO, ILL.

H. G. S.
Packing House White Paint
Harry G. Sargent Paint Co.
502 Mass. Ave., INDIANAPOLIS, IND.

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

	Week ending March 19, 1927.	Cor. week, 1926.
Prime native steers.....	19 @20	17 @18
Good native steers.....	18 @19	16 @17
Medium steers.....	14 @16	13 @15
Heifers, good.....	13 @15	12 @14
Cows.....	9 1/2 @13	10 @14
Find quarters, choice.....	23 @24	22 @23
Hare quarters, choice.....	16 @17	15 @16

Beef Cuts.

Steer Loins, No. 1.....	36 @37	30 @30
Steer Loins, No. 2.....	33 @34	28 @29
Steer Short Loins, No. 1.....	46 @47	40 @41
Steer Short Loins, No. 2.....	40 @41	33 @34
Steer Loin Ends (hips).....	26 @27	24 @25
Steer Loin Ends, No. 2.....	25 @26	24 @25
Cow Loins.....	20 @21	19 @20
Cow Short Loins.....	26 @27	20 @21
Cow Loin Ends (hips).....	16 @17	16 @16
Steer Ribs, No. 1.....	23 @24	20 @21
Steer Ribs, No. 2.....	22 @23	20 @21
Cow Ribs, No. 1.....	16 @17	16 @16
Cow Ribs, No. 2.....	11 @12	11 @11
Cow Ribs, No. 3.....	11 @11 1/2	10 1/2 @10 1/2
Steer Round, No. 1.....	16 @16 1/2	15 @15 1/2
Steer Round, No. 2.....	15 1/2 @16	15 @15 1/2
Steer Chucks, No. 1.....	13 @13 1/2	13 @13 1/2
Steer Chucks, No. 2.....	13 1/2 @14	13 @13 1/2
Cow Round.....	14 @14 1/2	13 @13 1/2
Cow Chucks.....	11 1/2 @11 1/2	11 @11
Steer Plates.....	11 @11 1/2	10 1/2 @10 1/2
Briskets, No. 1.....	8 1/2 @8 1/2	8 1/2 @8 1/2
Briskets, No. 2.....	12 @12	12 @12
Steer Navel Ends.....	8 1/2 @8 1/2	8 1/2 @8 1/2
Cow Navel Ends.....	8 1/2 @8 1/2	8 1/2 @8 1/2
Cow Shanks.....	8 1/2 @8 1/2	8 1/2 @8 1/2
Hind Shanks.....	7 1/2 @7 1/2	7 1/2 @7 1/2
Rolls.....	21 @21	20 @20
Strip Loins, No. 1, boneless.....	45 @45	40 @40
Strip Loins, No. 2.....	40 @40	35 @35
Strip Loins, No. 3.....	35 @35	30 @30
Sirloin Butts, No. 1.....	30 @30	25 @25
Sirloin Butts, No. 2.....	25 @25	20 @20
Sirloin Butts, No. 3.....	15 @15	10 @10
Beef Tenderloins, No. 1.....	70 @70	60 @60
Beef Tenderloins, No. 2.....	65 @65	55 @55
Rump Butts.....	18 @18	15 @15
Flank Steaks.....	18 @18	15 @15
Shoulder Clods.....	15 @15	10 @10
Hanging Tenderloins.....	10 @10	10 @10

Beef Products.

Brains (per lb.).....	11 @12	14 1/2 @15 1/2
Hearts.....	8 @8	10 @10
Tongues.....	22 @22	20 @20
Sweetbreads.....	10 @10	11 @11
Ox-Tail, per lb.....	9 @9	11 @11
Fresh Tripe, plain.....	6 @6	4 @4
Fresh Tripe, H. C.....	7 1/2 @7 1/2	6 1/2 @6 1/2
Livers.....	10 @10	10 1/2 @10 1/2
Kidneys, per lb.....	10 1/2 @10 1/2	9 1/2 @9 1/2

Veal.

Choice Carcass.....	20 @22	20 @22
Good Carcass.....	15 @16	15 @15
Good Saddle.....	20 @20	18 @18
Good Backs.....	12 @12	12 @12
Medium Backs.....	10 @12	8 @12

Veal Products.

Brains, each.....	13 @14	14 1/2 @15
Sweetbreads.....	65 @65	58 @60
Calf Livers.....	45 @45	40 @40

Lamb.

Choice Lamb.....	28 @29	24 @24
Medium Lamb.....	27 @27	22 @22
Choice Saddle.....	33 @33	28 @28
Medium Saddle.....	31 @31	26 @26
Choice Fores.....	22 @22	18 @18
Medium Fores.....	22 @22	18 @18
Lamb Fries, per lb.....	32 @32	32 @32
Lamb Tongues, each.....	13 @13	13 @13
Lamb Kidneys, per lb.....	25 @25	25 @25

Mutton.

Heavy Sheep.....	15 @15	14 @14
Light Sheep.....	17 @17	16 @16
Heavy Saddle.....	16 @16	15 @15
Light Saddle.....	16 @16	15 @15
Heavy Fores.....	12 @12	10 @10
Light Fores.....	15 @15	13 @13
Mutton Legs.....	22 @22	20 @20
Mutton Loins.....	15 @15	12 @12
Mutton Stew.....	12 @12	10 @10
Sheep Tongues, each.....	13 @13	13 @13
Sheep Heads, each.....	10 @10	10 @10

Fresh Pork, Etc.

Dressed Hogs.....	17 1/2 @19	25 @25
Pork Loins, 8@10 lbs. avg.....	25 @25	24 1/2 @25 1/2
Hams.....	26 @26	26 @26
Belles.....	20 @20	20 @20
Calas.....	17 @17	18 1/2 @18 1/2
Skinned Shoulders.....	16 @17	16 1/2 @17 1/2
Tenderloins.....	35 @35	35 @35
Spare Ribs.....	15 @15	15 @15
Leaf Lard.....	13 @13	13 @13
Back Fat.....	13 @13	13 @13
Butts.....	21 @21	20 1/2 @21 1/2
Hocks.....	17 @17	16 @16
Tails.....	15 @15	15 @15
Neck Bones.....	5 @5	5 @5
Tail Bones.....	12 @12	12 @12
Slip Bones.....	9 @9	9 @9
Blade Bones.....	14 @14	15 @15
Pigs' Feet.....	8 @8	8 @8
Kidneys, per lb.....	8 @8	10 @10
Livers.....	5 1/2 @5 1/2	6 @6
Brains.....	15 @15	16 @16
Ears.....	9 @9	8 @8
Snouts.....	8 @8	8 @8
Heads.....	10 @10	10 @10

DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. carton.....	28 @28
Country style sausage, fresh in link.....	20 @20
Country style sausage, fresh in bulk.....	18 @18
Country style sausage, smoked.....	25 @25
Mixed sausage, fresh.....	16 @16
Frankfurts in sheep casings.....	23 @23
Frankfurts in pork casings.....	22 @22
Bologna in beef bungs, choice.....	16 @16
Bologna in cloth, paraffined, choice.....	14 1/2 @14 1/2
Bologna in beef middles, choice.....	16 @16
Liver sausage in hog bungs.....	23 @23
Liver sausage in beef rounds.....	12 @12
Head cheese.....	14 @14
New England luncheon specialty.....	17 @17
Liberty luncheon specialty.....	18 @18
Mixed luncheon specialty.....	16 @16
Tongue sausage.....	23 @23
Blood sausage.....	17 @17
Polish sausage.....	16 @16
Souse.....	15 @15

DRY SAUSAGE.

Cervelat, choice, in hog bungs.....	54 @54
Cervelat, new condition, in hog bungs.....	23 @23
Cervelat, new condition, in beef middles.....	23 @23
Thuringer Cervelat.....	26 @26
Farmer.....	32 @32
Holsteiner.....	31 @31
B. C. Salami, choice.....	50 @50
Milano Salami, choice in hog bungs.....	51 @51
B. C. Salami, new condition.....	27 @27
Frisses, choice, in hog middles.....	45 @45
Genoa style Salami.....	58 @58
Pepperoni.....	45 @45
Mortadella, new condition.....	27 @27
Capicola.....	59 @59
Italian style hams.....	48 @48
Virginia hams.....	52 @52

SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate.....	\$7.00
Large tins, 1 to crate.....	8.00
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate.....	8.50
Large tins, 1 to crate.....	9.50
Frankfurt style sausage in pork casings—	
Small tins, 2 to crate.....	7.50
Large tins, 1 to crate.....	9.00
Smoked link sausage in pork casings—	
Small tins, 2 to crate.....	7.50
Large tins, 1 to crate.....	8.50

SAUSAGE MATERIALS.

Regular pork trimmings.....	9 1/2 @9 1/2
Special lean pork trimmings.....	17 1/2 @17 1/2
Extra lean pork trimmings.....	10 @10
Neck bone trimmings.....	12 @12 1/2
Pork cheek meat.....	9 @9
Pork hearts.....	6 @6
Fancy boneless bull meat (heavy).....	12 1/2 @13
Boneless chucks.....	11 1/2 @11 1/2
Shank meat.....	10 1/2 @10 1/2
No. 1 beef trimmings.....	9 @10
Beef hearts.....	6 @6
Beef cheeks (trimmed).....	8 1/2 @8 1/2
Dr. canner cubs, 300 lbs. and up.....	8 1/2 @8 1/2
Dr. cutters, 400 lbs. and up.....	8 1/2 @8 1/2
Dr. bologna bulls, 500@700 lbs.....	8 1/2 @8 1/2
Beef tripe.....	4 @4
Cured pork tongues (can. trim.).....	18 @18 1/2

(These are prices to wholesalers, on material packed in new slack barrels for shipment.)

SAUSAGE CASINGS.

(F. O. B. CHICAGO.)

Beef rounds, domestic, 180 sets per tierce, per set.....	21 @21
Beef rounds, domestic, 140 sets per tierce, per set.....	28 @28
Beef rounds, export, 225 sets per tierce, per set.....	26 @26
Beef middles, 110 sets per tierce, per set.....	21 @21
Beef bungs, No. 1, 400 pieces per tierce, per piece.....	24 @24
Beef bungs, No. 2, 400 pieces per tierce, per piece.....	15 @15
Beef weasands, No. 1, per piece.....	12 @12
Beef weasands, No. 2, per piece.....	10 @10
Beef bladders, small, per dozen.....	13 @13
Beef bladders, medium, per dozen.....	15 @15
Beef bladders, large, per dozen.....	20 @20
Hog casings, medium, per bbl. 100 yds.....	22 @22
Hog casings, narrow, per bbl. 100 yds.....	22 @22
Hog middles, without cap, per set.....	16 @16
Hog middles, with cap, per set.....	20 @20
Hog bungs, export.....	28 @28
Hog bungs, large prime.....	27 @27
Hog bungs, medium.....	20 @20
Hog bungs, small prime.....	12 @12
Hog bungs, narrow.....	7 @7
Hog stomachs, per piece.....	6 @6

VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.....	\$14.00
Honeycomb tripe, 200-lb. bbl.....	16.00
Pocket honeycomb tripe, 200-lb. bbl.....	18.00
Pork feet, 200-lb. bbl.....	17.50
Pork tongues, 200-lb. bbl.....	63.00
Lamb tongues, long cut, 200-lb. bbl.....	42.00
Lamb tongues, short cut, 200-lb. bbl.....	51.00

BARRELED PORK AND BEEF.

Mess pork, regular.....	35.00
Family back pork, 20 to 34 pieces.....	36.00
Family back pork, 35 to 43 pieces.....	37.00
Clear back pork, 40 to 50 pieces.....	28.00
Clear plate pork 35 to 45 pieces.....	22.50
Clear plate pork, 25 to 35 pieces.....	24.00
Brisket pork.....	31.00
Bean pork.....	23.00
Plate beef.....	20.50
Extra plate beef, 200-lb. bbls.....	22.00

COOPERAGE.

Ash pork barrels, black iron hoops.....	\$1.67 1/2 @1.72 1/2
Oak pork barrels, black iron hoops.....	1.90 @1.95
Ash pork barrels, galv. iron hoops.....	1.87 1/2 @1.92 1/2
White oak ham tierces.....	38.25 @38.25
Red oak ham tierces.....	2.37 1/2 @2.40
White oak lard tierces.....	2.87 1/2 @2.92 1/2

OLEOMARGARINE.

Highest grade natural color animal fat margarine in 1 lb. cartons, rolls or prints, f.o.b. Chicago.....	23 @23
White animal fat margarine in 1 lb. cartons, rolls or prints, f.o.b. Chicago.....	20 1/2 @20 1/2
Nut margarine, 1 lb. cartons, f.o.b. Chicago (30 and 60 lb. solid packed tubs, 1c per lb. less.).....	15 @15
Pastry oleomargarine, 60-lb. tubs, f.o.b. Chicago.....	15 @15

DRY SALT MEATS.

Extra short clears.....	15 1/2 @15 1/2
Extra short ribs.....	15 1/2 @15 1/2
Short clear middles, 30-lb. av.....	16 @16
Clear bellies, 14@16 lbs.....	17 1/2 @17 1/2
Clear bellies, 18@20 lbs.....	17 @17
Clear bellies, 25@30 lbs.....	16 1/2 @16 1/2
Rib bellies, 20@25 lbs.....	17 @17
Rib bellies, 25@30 lbs.....	17 1/2 @17 1/2
Fat backs, 10@12 lbs.....	11 1/2 @11 1/2
Fat backs, 12@14 lbs.....	11 1/2 @11 1/2
Fat backs, 14@16 lbs.....	12 1/2 @12 1/2
Regular plates.....	11 1/2 @11 1/2
Butts.....	10 @10

WHOLESALE SMOKED MEATS.

Regular hams, fancy, 14@16 lbs.....	28 @28
Skinned hams, fancy, 10@18 lbs.....	30 @30
Standard regular hams, 12@16 lbs.....	28 @28
Picnics, 6@8 lbs.....	18 1/2 @18 1/2
Standard bacon, 4@8 lbs.....	28 1/2 @28 1/2
Standard bacon, 10@12 lbs.....	28 1/2 @28 1/2
Standard bacon, 12@14 lbs.....	27 1/2 @27 1/2
Standard bacon, strips, 6@7 lbs.....	28 @28
Cooked hams, choice, skin on, surplus fat off.....	43 @43
Cooked hams, choice, skinned, surplus fat off.....	44 @44
Cooked hams, choice, skinned, surplus fat off.....	44 @44
Cooked picnics, skinned, surplus fat off.....	26 @26
Cooked loins, skinned, surplus fat off.....	27 @27
Cooked loin roll, smoked.....	46 @46

ANIMAL OILS.

Prime lard oil.....	14 1/2 @14 1/2
Extra winter strained.....	12 1/2 @12 1/2
Extra lard oil.....	11 1/2 @11 1/2
Extra No. 1 lard.....	10 1/2 @10 1/2
No. 1 lard oil.....	10 @10
No. 2 lard oil.....	9 1/2 @9 1/2
Pure neatfoot oil.....	12 @12
Extra neatfoot oil.....	10 1/2 @10 1/2
No. 1 neatfoot oil.....	10 @10
Acidless tallow oil.....	9 1/2 @9 1/2

LARD (Unrefined).

Prime, steam, cash tierces.....	12.32 @12.32
Prime, steam, loose.....	11.37 @11.37
Leaf, raw.....	11.37 @11.37
Neutral lard.....	14.50 @14.50

LARD (Refined).

Pure lard, kettle rendered, per lb. loose.....	12.87 @12.87
Pure lard, tierces.....	12.87 @12.87
Compound.....	10.50 @10.50

OLEO OIL AND STEARINE.

Oleo oil, extra.....	11 1/2 @11 1/2
Oleo stock.....	10 1/2 @10 1/2
Prime No. 1 oleo oil.....	10 1/2 @10 1/2
Prime No. 2 oleo oil.....	9 1/2 @9 1/2
No. 3 oleo oil.....	9 @9
Prime oleo stearine, edible.....	10 @10 1/2

TALLOW AND GREASES.

Edible tallow, under 2% acid, 45 titre.....	8 1/2 @8 1/2
Prime packers tallow.....	7 1/2 @7 1/2
No. 1 tallow, basis 10% f.i.a., 42 titre.....	7 1/2 @7 1/2
No. 2 tallow, basis 40% f.i.a., 40 titre.....	5 1/2 @5 1/2
Choice white grease, max. 4% acid, loose.....	8 @8
B-White grease, max. 5% acid.....	7 @7 1/2
Yellow grease, 12-15 f.i.a.....	6 1/2 @6 1/2
Brown grease, 40 f.i.a.....	5 1/2 @5 1/2

VEGETABLE OILS.

Crude cotton seed oil in tanks f.o.b. Valley points, nom., prompt.....	7 1/2 @7 1/2
White, deodorized in bbls., c.a.f. Chicago.....	10 1/2 @10 1/2
Yellow, deodorized in bbls.....	9 1/2 @9 1/2
Soap stock, 50% f.i.a. basis, f.o.b. mills.....	2 @2
Corn oil, in tanks, f.o.b. mills.....	8 1/2 @8 1/2
Soya bean oil, seller's tank, f.o.b. coast nom.....	9 @9
Cocconut oil, seller's tank, f.o.b. coast.....	8 @8
Refined in bbls., c.a.f., Chicago, nom.....	10 1/2 @10 1/2

FERTILIZERS.

Blood, unground and ground.....	\$ 4.90 @ 5.15
Hoofmeal.....	3.25 @ 3.50
Ground fertilizer tankage, 10 to 12%.....	3.00 @ 3.25
Ground fertilizer tankage, 6 to 9%.....	2.80 @ 2.95
Crushed and unground tankage.....	2.65 @ 2.80
Ground raw bone, per ton.....	32.00 @ 38.00
Ground steam bone, per ton.....	27.00 @ 30.00
Unground steam bone, per ton.....	25.00 @ 27.00
Unground bone tankage per ton.....	14.00 @ 17.00

Retail Section

Straight Talks with Retail Meat Dealers

XV — How Much Do You Know?

Are you following the path of least resistance in running your market?

Many people do—not only in the retail meat industry, but in others as well. But that's not the way to success.

To be successful you must be on the job every minute. You must know it thoroughly from every angle. You must be able to figure costs, make inventories, run cutting tests, and a hundred and one other things besides cutting meat and waiting on trade.

Some of the things the retailer must know if he wants to be a success are outlined in the following article by W. C. Davis, marketing specialist of the U. S. Bureau of Agricultural Economics. This article is one of a series he is writing for THE NATIONAL PROVISIONER.

Read it and then check up and see where you stand!

This is the fifteenth article by Mr. Davis in this series of "Straight Talks." The first appeared in THE NATIONAL PROVISIONER of Jan. 26, 1926; the second on Feb. 6; the third on Feb. 20; the fourth on March 27; the fifth on April 10; the sixth on April 24; the seventh on May 8; the eighth on May 22; the ninth on July 3; the tenth on July 24; the eleventh on Aug. 21; the twelfth on Oct. 30; the thirteenth on Nov. 27, 1926, and the fourteenth on Jan. 29, 1927.

Things Retailers Should Know

By W. C. Davis

In this article the writer makes no attempt to tell any retailer how he should conduct his business.

Neither is the article addressed to the great bulk of retailers generally, for the very obvious reason that the majority already know the value of the various factors discussed here.

Profit by Other's Mistakes.

In this instance, I am, therefore, talking to the retailer who may be lacking in one or more of the essential qualifications which through years of practical application his more fortunate brothers have found vital to their success. Just as we profit by experience so can we profit also by the mistakes of others. It is from such experiences that the "Do's" and "Don'ts" of industry in general have been set up.

Probably in no other field has the lure to get into business been quite so strong as in the retail meat business.

Certain it is that in no other business is there greater need for a thorough practical knowledge. Most failures, whether prolonged or otherwise, have resulted from inefficiency caused by a lack of knowledge of essential factors on which to build.

Therefore at the outset one must have a full appreciation of the fundamentals of business in general. These are the same the world over.

Business Founded on Confidence.

Business is founded on confidence and confidence is engendered by integrity, fair dealing, efficient service and mutual benefit. Every individual's success is therefore dependent upon how effectively these principles are applied. Many retailers are slow to progress and others fail because they have not grasped the full significance of confidence in relation to their operations.

Your customers of today should be

yours tomorrow also. If they are not, there is a reason and it may be they lack confidence in you and your methods.

The wise merchant takes inventories often. Why not make a personal check to determine results of possible deficiencies in methods as well?

A thorough, practical working knowledge of all details is essential to success. There are too many in the retail meat business who do not possess this knowledge. They are not equipped to meet more formidable competitors, consequently the odds are against them.

To succeed one must know—guesses lead to failure.

Set Up Your Own Prices.

You can't afford to let competitors' prices be your guide. Conditions in their shops may be different from yours, there-

fore you must know for a certainty what your net results on a given price basis should be.

Operating expenses are inclined to fluctuate as certain influences are brought to bear. No fixed relations between the various operating costs exist over long periods of time.

Competitive conditions require constant knowledge of all these details. The retailer who follows them the closest is in the main the most successful. Too many are inclined to pass them by lightly and fail to realize that margins are often inadequate to meet operating expenses.

The need for regular and constant inventories has been stressed many times, yet scores of retailers continue to test their guessing ability as to approximate profits or losses and by this means try to cope with ever-increasing competition of the kind that measures its several operating details in fractions of pennies.

No Room for Guess Work.

Guess work should have been wholly eliminated when retailers evolved from "butchers" to "merchants," yet in many instances it clings to remind one of the slipshod methods in use two decades ago.

There are also many retailers who do not know the effect produced by misrepresenting an article to their customers. They fail to understand that their business depends almost wholly on the confidence their customers have in them and their methods.

Many need to realize that business cannot be built by such methods. The more serious conditions of the industry today have come about because some have persisted in misrepresenting the products they pass across their counters.

The industry in general needs to know that progress of the satisfying kind cannot be had while such practices continue. The individual retailer who uses these methods needs to know that instead of building he is tearing down. I am satisfied that many of them know these things already, yet through habit have placed themselves in an unenviable position.

Make Frequent Cutting Tests.

In the case of meats the amount to be charged can be known only by a constant knowledge of percentage yields of the various retail cuts. The relation of prices of the various cuts must, of course, be governed by the demand. Many retailers do not fully appreciate this, yet it is essential to individual success.

It is a part of the practical knowledge which every successful retailer possesses. Economy in operating details down to the least important should be studied constantly.

Every phase of operating costs and its relation to the whole should be known at all times. Many are inclined to follow more haphazard methods in these respects. The various items of expense do not always remain constant, but are inclined to fluctuate as certain influences are brought to bear.

They have an influence on net results, and not infrequently end in failure.

We are all born under conditions that are more or less similar, and are endowed by nature with certain faculties. These faculties increase or expand in proportion as we use them. In every walk of life this is equally true.

The business of retailing meats is no exception. They who think and plan the most along constructive lines are generally ones who succeed the best.

Another talk with retailers by Mr. Davis will appear in an early issue. Watch for it.

Retail Cutting Tests

Do you make your own cutting tests, Mr. Retailer?

YOU ARE WORKING IN THE DARK IF YOU DO NOT!

The valuable series of articles on cutting tests for the retail meat dealer which ran in THE NATIONAL PROVISIONER has been reprinted into one pamphlet. It makes a handy reference guide to follow in making your cutting tests. Every retailer needs one.

They may be had by subscribers by sending in the attached coupon, together with 5 cents in stamps:

The National Provisioner,
Old Colony Bldg., Chicago, Ill.

Please send me copy of reprint on "Cutting Tests for Retailers."

Name.....

Street.....

City.....

Enclosed find 5 cents in stamps.

Meet the Meat Man

Here's where he tells you things that will help you to make more money.

Programs for Retail Meetings

Cassidy Helps O'Toole With Suggestions For Speakers at Dealers' Meetings.

By John C. Cutting, Director, Department of Retail Merchandising, Institute of American Meat Packers.

"Well, Old Timer, you were sittin' pretty at the meeting last week, no?"

"Bless my soul," replied the proprietor of O'Toole's Fancy Meat Market, as he looked up and saw the Tipperary countenance of Dennis Cassidy, the packer salesman, holding up one corner of the counter hard by.

"Yes, sir, and no apologies," said Cassidy, "you certainly were there with your hair in a curl. I take it that Old Timers' night was no bust," added Dennis as an afterthought.

Old Timers' Night a Whiz.

"Your perception is extraordinary," chimed O'Toole. "It was one of the best meetings we ever pulled."

"That's just what O'Farrell, Kelly and Tom Conway said when I took their orders this morning," said Cassidy.

"So," sighed O'Toole, to whom the only word which registered was "orders." "So, it's orders you'll afther havin' me think of?" queried the Big Celt.

"Praise the saints, no," replied Cassidy, putting the order book away for the time being. "But tell me, Michael," he said, playing up to the boss, "what is going to be done about the program the dealers accepted at the meeting?"

"You mean having a special speaker at each meeting?" asked O'Toole.

"Yes."

Getting Speakers Lined Up.

"Not a bad idea, is it, Dennis?" asked O'Toole. "Have you any thoughts on the matter? For instance, what kind of speeches should be made, and whom should we ask?"

"It's not entertainment you want, is it?" asked Cassidy.

"Faith, no, what with the radio and reading speeches of men who believe they can settle the farm problem," replied O'Toole. "The lodge wants to listen to men who can tell its members something about how to run their business."

The proprietor of O'Toole's Fancy Meat Market was in earnest.

"Because you've asked me for suggestions, I'm going to make a couple," Cassidy began.

"Why not have at the first meeting a livestock producer? Have him tell the members something about the shipments of livestock to market."

"At the next meeting have a commission man present, and let him do his stuff before the crowd."

"Now, the next speaker for the third meeting would naturally be a packer. . ."

"And his name is Dennis Cassidy," laughed O'Toole.

Cassidy Invited to Speak.

"Oh, now, Michael," complained Cassidy, "I really feel I am not competent—"

"For Heaven's sake, man, are you out of your mind?" asked O'Toole, for he could not believe his ears. This, mind you, from the lips of the jaunty packer salesman.

"The next logical contender for oratorical honors should be a red-hot dealer," continued Cassidy.

"And his name?" asked Michael.

"O'Toole," shot back Cassidy, his eyes dancing with a wicked gleam.

"But we ought to follow through on this program," suggested O'Toole, deciding to ignore the challenge.

"The All-Wise Knight of the Block speaks with the syllables of an oracle," chirped the salesman. "I listen for Demosthenes' next breath."

Let the Consumer Talk, Too.

"Well, seriously, Dennis," said O'Toole, "somebody who represents the consumer should be the last speaker of this series."

"Absolutely, abso—"

"The President of the Women's Club, for instance," cut in O'Toole.

"Sure thing," agreed Cassidy. "She can tell the dealers what the women want to find in a butcher shop."

"An' faith, what else besides meat?" asked O'Toole, wide-eyed.

Sanitation a Big Point.

"No, no, Michael," said the salesman. "She will probably tell the association that her club members want to find cleanliness in the butcher shops. She no doubt will also add that the women want to see the meats displayed in a sanitary fashion. She may add that they like to see a clean apron on the clerk and—"

"Sure, now, that's enough from you," interrupted O'Toole. "Why not wait and let the woman herself tell us?"

"Those are your orders, boss," said Cassidy, as he tore the carbon out of his order book to leave with O'Toole. "'Tis some fine meat I'm afther sendin' you. Good day and the best of luck to you," and he disappeared out the door.

[Watch this page for more adventures of Cassidy and O'Toole, which will appear in an early issue.]



"OH, NOW, MICHAEL," SAID CASSIDY.

NEWS OF THE RETAILERS.

Bellars Meat Market, Minneapolis, Minn., was recently destroyed by fire.

The Burrows Meat Market, Searsboro, Ia., has been destroyed by fire.

Glen H. Stinson has opened a new market in Buffalo, Okla.

A. E. Wallerman has bought the meat market formerly operated by Beland Toney at 423 West Barraque Street, Pine Bluff, Ark.

The Central Meat Market, owned by Mrs. P. W. Witten, Crows Landing, Calif., was destroyed by fire recently.

A. B. Austin has opened his second retail meat market in Clovis, New Mexico. Mr. Austin now has a market on North Main street and one on West Grand avenue.

The meat market of E. R. Reed, 1203 Speight street, Waco, Texas, has been damaged by fire.

Oscar Dillon has bought the Eighth street Meat Market, Franklin, Pa., from J. Foster Welton.

The meat market of James Lee, Mound Bayou, Miss., has been destroyed by fire.

The meat market of P. Tames, Centerville, Ia., has been destroyed by fire.

A modern meat market is to be added to the United Cash Grocery at Hobart, Okla.

Earl L. Potter has bought the meat and poultry market at 2506 Central avenue, Indianapolis, Ind.

D. J. Stuckey has opened a new meat market at Greenwich, Ohio.

W. H. Rummel has sold his meat market in Ashton, Ill., to Fred J. Baxman, and will open a meat market in Morrison, Ill.

Ward & Hill Company, succeeding the firm of Kill & Horne, Lometa, Texas, have begun the operation of a meat market in connection with their grocery store.

Owen Smith is opening a grocery and meat market in Sterling, Colo.

Henley Scott, hog and cattle buyer, has bought the Star Meat Market, Carnegie street, Carnegie, Okla., from D. C. Brown.

A new meat market has been opened in connection with the Piggly Wiggly store in Parsons, Kans.

E. C. King has bought the meat market formerly operated by Theo. Bofenkamp and his son Frank in Rock Rapids, Ia.

The Sanitary Meat Market, owned by the Cloutier Bros., has been opened at Argyle, Minn.

The Metropolitan Meat Market, Willmar, Minn., has been sold by its former owner, J. F. Nyquist, to Fred, George and Harold Forsberg.

Walter Sutherland has opened a meat market in Brantford, N. D.

Irving Knutson and Harry Emmerson have bought the Kensett Meat Market, Kensett, Minn., formerly owned by Peterson & Nelson.

M. Hebel & Co., Auburn, Ind., have sold their meat market to Guy Clement.

CLEVELAND RETAILERS DINE.

William McGonigle, president of the National Association of Retail Meat Dealers, was the speaker of the evening at the twelfth annual banquet of the Toledo Retail Meat Dealers' Association, held recently at Hotel Secor, Toledo, Ohio.

President Gus Williamson, toastmaster, introduced the speakers, among whom was Judge Homer Ramey, who made a brief talk. Among out-of-town guests was A. Kroh, president of the Cleveland Association.

MEAT STORY CONTEST POPULAR.

An unusually large number of entries is being received in the annual meat story contest of the National Live Stock and Meat Board, according to R. C. Pollock, managing director. More stories have been submitted thus far than in previous years, and it is expected that a record breaking number will have been received by the time the contest is over.

New York Section

Among Retail Meat Dealers

Reports of committees and appointing of new committees was the principal order of business at the meeting of Ye Olde New York Branch, New York State Association of Retail Meat Dealers, on Tuesday evening of this week.

The Butchers Mutual Casualty Co. reported that permission had been received from the State Insurance Commission permitting the payment of a 20 per cent dividend. It was stated that this is the first time a mutual casualty company has been permitted to pay a dividend within the first three years' period of their operations.

The branch has taken steps to increase its membership by engaging two solicitors, with the result that twelve candidates were proposed and elected at this meeting.

The first reading of the proposed change to have the workings of the branch operated by a Board of Directors occurred at this meeting, and this will be followed by two more hearings before the final vote.

George Kramer, Moe Loeb, B. Metzger, A. Metzger, B. Nathanson, George Anselm and Martin Thenn are the appointees from this Branch on the Classification and Grading Committee for the establishing of grades and classifications on livestock and meat.

Charles Schuck presented a letter with reference to a meeting with a government representative on vocational training on March 21, and the following committee was appointed: Moe Loeb, Louis Goldschmidt, Charles Schuck, L. Miller, G. Anselm, A. Metzger, Charles Riedle, D. Van Gelder, J. Rossman, A. Rosen, J. Hildemann, P. Gerard, E. Ritzman, C. Hembdt and J. Bartunek.

Tentative plans for the celebrating of the 20th anniversary of the granting of the charter to the South Brooklyn Branch, New York State Association of Retail Meat Dealers, were made at the meeting of the Branch on Tuesday evening of this week. The anniversary occurs May 20, and the arrangements will include a banquet and entertainment to be held as near that date as possible. Three candidates were proposed and elected to membership. President Rossman was very much elated by the exceptionally large attendance at the meeting and he is exerting every effort to make the meetings interesting in appreciation of this moral support.

Only routine matters were taken up at the meeting of the Brooklyn Branch, New York State Association of Retail Meat Dealers, on Thursday evening of last week in order that those of the members who desired to attend the Dinner of the Fort Greene Market men could do so. Those attending from this Branch were Messrs. Hildemann, Helling, Huhn, Harry Hertzog, Lehner, Strauss, Rosen and Sussel. However, the matter of the outing which the Branch is to hold in conjunction with the South Brooklyn Branch was discussed. The outing will probably be held July 17 at Amityville, L. I. Further details will be announced later after the joint committees have made the final arrangements.

The many friends of Mrs. Fred Hirsch, second vice-president of the Ladies' Auxiliary, New York State Association of Retail Meat Dealers, will regret to learn that she is confined to her home under the care of a doctor.

The sympathy of the trade is being extended to Fred Hirsch, business manager of the Bronx Branch, New York State Association of Retail Meat Dealers, upon

the sudden passing of his brother Noe Hirsch, on last Saturday. Mr. Hirsch was only 42 years old and ill less than a day. He was buried on Tuesday of this week.

Mrs. A. DiMatteo, recording secretary of the Ladies' Auxiliary, New York State Association of Retail Meat Dealers, who has been confined to her home with a quinsy sore throat, is well on the road to recovery.

KERN EMPLOYEES ENTERTAIN.

More than 2,000 people attended the first entertainment and dance given by the Employees' Benefit Association of George Kern, Inc., New York, last Saturday evening, March 12, at Mecca Hall. The large hall was tastefully decorated for the occasion in a fitting manner.

George Kern, Sr., president of the company, led the grand march with Gertrude Ederle, first woman to swim the English Channel, amid the applause of the on-lookers. At the conclusion of the march Frederick Tansill introduced Mr. Kern, who, in an appropriate speech, presented Miss Ederle with a bouquet of American Beauty roses.

Commissioner Williams, of the U. S. Department of Labor, Washington, dropped in for a few minutes, but he enjoyed this immense family gathering so much that he remained until the end. And it was a real family gathering—not only from the fact that the officers of the company seemed to know everybody present, but also that the meat trade generally was so well represented.

A high class vaudeville program was staged, and two orchestras furnished music for the dancing, which lasted until 3 A. M. Three gifts were presented to the luck holders of door tickets. These were a radio set, a ladies boudoir set and a traveling bag. Prizes were also presented to the three Kern salesmen securing the most business in February.

The George Kern, Inc. Employees Benefit Association had been formed just one month when the first event was held. The huge attendance shows what can be accomplished when every member does his share. The officers and committees in charge were:

Honorary president, George Kern, Sr.; president, Norman C. Plaatje; vice-president, Nicholas Albert; treasurer, Mrs. Anna Fitz; asst. treasurer, Miss Anna Koerner; secretary, J. J. Gorman; corresponding secretary, Miss Betty Halligan.

Executive committee—Conrad Bruns, chairman; Henry Staur, J. Moosman, Frederick Tansill, Guy Cuthbert, Joseph Russell, Joseph Bauer.

Arrangement committee—J. B. Hallinan, chairman; Wilford Haller, Frederick Tansill, Norman C. Plaatje.

Floor committee—Joseph Bauer, chairman; George Troller, Harry Troller, Henry Windhorst, Lee Salsman.

Program Committee—Joseph J. Gorman, chairman; Miss Katherine Murray, Joseph Russell, Joseph Bauer, Harry Troller.

Ticket Committee—William Mayer, chairman; J. Moosmann, Miss Mae O'Donnell, Guy Cuthbert, Henry Mullick, Miss Stella Bilinsky, Henry Staub, Charles Heckler, Fred Vogel.

SCHAFFNER EMPLOYEES MEET.

A general meeting of the employees of Schaffner Brothers Co., Erie, Pa., was held late in January, at which time a committee was appointed to undertake the organization of a goodfellowship club.

This committee helped to organize the "Sovereign Club," the name being taken

from the well known Schaffner "Sovereign" trade mark. Its object is the promotion of goodfellowship among the employees and the undertaking of such activities as may prove beneficial to the employees as a whole and as individuals. It is also the club's aim, to bring about a closer relationship between employer and employee, whereby all will be benefited.

The affairs of the club are being handled by the following board of directors:

H. G. Schaffner, president; A. F. Shiel, vice-president; Elizabeth Knochel, secretary; F. L. Baldwin, treasurer; Ida Leibig, Esther Vicks, Romaine Evans, Frank Kellar, J. L. Walters, A. D. Beckman, Ray Schuster and D. J. Nelligan.

M. Albert Wertheimer has been appointed head of the publicity committee and will have charge of the publication of a plant newspaper. The entertainment committee is under the leadership of Elmer Brandt. Other committees will be appointed to take over the handling of welfare work and athletic activities.

On Monday evening, February 28, the club held its first social affair at the Erie County Milk Association Hall in Erie. The entertainment committee arranged a very delightful program. After a short business meeting, formality was forgotten, the balance of the evening being given over to dancing and cards. The evening was rounded out by the serving of a delicious lunch by the lady members.

The club is already working on plans for their next social function, which will be held shortly after the closing of the Lenten season.

NEW YORK NEWS NOTES.

R. W. Moody, branch house department, Cudahy Packing Company, Chicago, was in New York this week.

W. S. Johnstone, of the beef cutting department of Swift & Company, Chicago, was in New York this week.

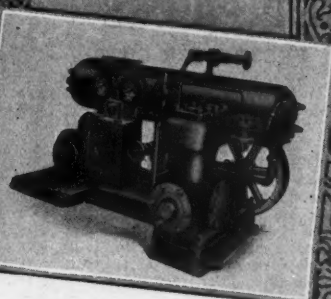
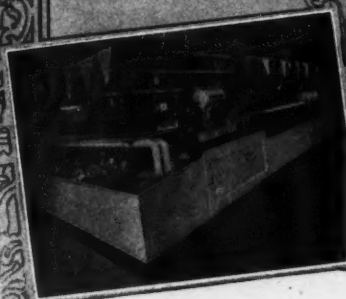
Max Heilman, who has been ill a long time, is back this week at his duties as manager of the Empire Branch of Wilson & Company.

Harold Schumacher, the son of Mr. and Mrs. R. Schumacher of the Bronx, "celebrated" his seventeenth birthday by contracting the mumps.

E. H. Branding, of the meat specialty department, and J. J. Wilke, butterine department, Wilson & Company, Chicago, were visitors to the city.

Following is a report of the New York City Health Department of the number of pounds meat, fish, poultry and game seized and destroyed in the city of New York during the week ending March 12, 1927: Meat—Brooklyn, 50 lbs.; Manhattan, 1,071 lbs.; Bronx, 50 lbs.; Total—1,171 lbs. Fish—Manhattan, 100 lbs. Poultry and game—Manhattan, 988 lbs.

Members of the New York Produce Exchange will give a minstrel show under the auspices of the Produce Exchange Bowling Club in the grand ballroom of the Waldorf Astoria on Friday, April 1. The committee in charge consists of Walter Moore, chairman; Richard J. Kaiser, Charles Connor, Frank Hoey, John Frey, Wm. T. Burke and Joseph A. Robison. This is the first minstrel given by the Exchange and much interest is being taken in it. Some of those in the cotton oil trade taking part are Sidney Craven, Bud Prichard, Tom O'Neil, Thomas Flynn, Charles Keller, George Prentzel, Jr. and H. C. Zwigg.



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DRY, MOISTURE-FREE and
SANITARY Refrigeration**

so necessary for the preservation and improvement of food supplies.

It is economical, easily installed and easy to run.

Write for our new Bulletin 94.

YORK Manufacturing Company
Ice Making and Refrigerating Machinery Exclusively
York, Penna.

**BEEF, HAM and SHEEP
BAGS**

We Manufacture all kinds of Stockinette
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Write Us for Information and Prices

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**LIGHTEST STRONGEST
BEST**

A. Backus, Jr. & Sons
DEPT. N.
DETROIT, MICH.



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BELL'S

Patent Parchment Lined

**SAUSAGE
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For Samples and Prices, write

THE WM. G. BELL CO.
BOSTON MASS.



Operating 204 Meat Markets in
Brooklyn and throughout Long
Island, offers wonderful oppor-
tunities to live-wire men. Must
understand meat merchandis-
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Main Office:

Metropolitan and Flushing Aves.,
BROOKLYN, N. Y.

IMITATION MEATS

For window and counter display

Fresh
and Smoked
Meats
Cheese
Butter
etc.



Perfect
in
every
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Write
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15 Walker St. New York, N. Y.

In Spices, too, the Best is the Cheapest

J. K. LAUDE SLAGER, Inc.

612-14-16 W. York St.

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Importers **SPICES** Grinders

Butchers Mills Brand

42 years reputation among packers for quality

When you write the advertiser, mention THE NATIONAL PROVISIONER

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, bulk	\$0.80@11.10
Cows, cutters	2.80@ 4.50
Bulls	6.75@ 7.10

LIVE CALVES.

Calves, bulk	\$13.00@15.50
Calves, culls, per 100 lbs.	6.00@11.00

LIVE SHEEP AND LAMBS.

Lambs, top	@15.25
Lambs, bulk	\$14.50@15.25

LIVE HOGS.

Hogs, heavy	\$12.35@12.50
Hogs, medium	12.65@12.75
Hogs, 100 lbs.	13.00@13.25
Hogs, 140 lbs.	13.00@13.25
Pigs, under 80 lbs.	@13.00
Good pigs	@13.00
Roughs	10.35@10.50
Good Roughs	10.75@11.00

DRESSED HOGS.

Hogs, heavy	19 1/4 @19 1/4
Hogs, 180 lbs.	@20 1/4
Hogs, 100 lbs.	@20 1/4
Pigs, 80 lbs.	@21
Pigs, under 140 lbs.	@20 1/4

DRESSED BEEF.

CITY DRESSED.

Choice, native heavy	18 @20
Choice, native light	19 @21
Native, common to fair	16 @17 1/2

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	17 @18
Native choice yearlings, 400@600 lbs.	18 @20
Western steers, 600@800 lbs.	15 @16
Texas steers, 400@600 lbs.	14 @15
Good to choice halves	17 @18
Good to choice cows	12 @13
Common to fair cows	10 @11
Fresh bologna bulls	11 @12

BEEF CUTS.

	Western.	City.
No. 1 ribs	22 @23	26 @28
No. 2 ribs	18 @20	23 @25
No. 3 ribs	16 @18	22 @24
No. 1 loins	29 @30	33 @35
No. 2 loins	25 @27	27 @30
No. 3 loins	22 @24	23 @25
No. 1 hinds and ribs	19 @21	22 @24
No. 2 hinds and ribs	17 @18	20 @23
No. 3 hinds and ribs	14 @15	17 @19
No. 1 rounds	16 @16	17 @17
No. 2 rounds	15 @15	14 1/2 @15
No. 3 rounds	14 @14	14 @15
No. 1 chuck	14 @15	15 @16
No. 2 chuck	12 @13	13 @14
No. 3 chuck	11 @11	11 1/2 @12
Bolognas	@ 6	12 1/2 @13 1/2
Rolls, reg., 6@8 lbs. avg.	22 @23	
Rolls, reg., 4@6 lbs. avg.	17 @18	
Tenderloins, 4@6 lbs. avg.	60 @70	
Tenderloins, 5@6 lbs. avg.	80 @90	
Shoulder clods	10 @11	

DRESSED CALVES.

Prime	24 @26
Choice	20 @23
Good	19 @20
Medium	17 @19

DRESSED SHEEP AND LAMBS.

Lamb, choice, spring	28 @30
Good lamb	26 @27
Lambs, poor grade	24 @25
Sheep, choice	16 @18
Sheep, medium to good	15 @16
Sheep, culls	8 @10

SMOKED MEATS.

Hams, 8@10 lbs. avg.	20 @27
Hams, 10@12 lbs. avg.	25 @25 1/2
Hams, 12@14 lbs. avg.	24 1/2 @25 1/2
Picnics, 4@6 lbs. avg.	17 1/2 @18 1/2
Picnics, 6@8 lbs. avg.	17 @17 1/2
Bollettes, 6@8 lbs. avg.	18 1/2 @19
Beef tongue, light	25 @27
Beef tongue, heavy	28 @30
Bacon, boneless, Western	28 @29
Bacon, boneless, city	24 @25
Pickled bellies, 8@10 lbs. avg.	21 @21 1/2

FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs. avg.	24 @25
Pork tenderloins, fresh	50 @52
Pork tenderloins, frozen	35 @40
Shoulders, city, 10@12 lbs. avg.	20 @21
Shoulders, Western, 10@12 lbs. avg.	19 @20
Butts, boneless, Western	26 @27
Butts, regular, Western	24 @25
Hams, Western, fresh, 10@12 lbs. avg.	26 @27
Hams, city, fresh, 6@10 lbs. avg.	28 @29
Picnic hams, Western, fresh, 6@8 lbs. avg.	17 @17
Pork trimmings, extra lean	20 @21
Pork trimmings, regular 50% lean	12 @13
Spare ribs, fresh	16 @17
Leaf lard, raw	14 @15

BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs. per 100 pcs.	95.00@100.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pcs.	@ 75.00
Black hooft, per ton	45.00@ 50.00
Striped hooft, per ton	45.00@ 50.00
White hooft, per ton	@ 55.00
Thigh bones, avg. 85 to 90 lbs., per 100 pieces	@100.00
Horns, avg. 7 1/2 oz. and over, No. 1s.	300.00@325.00
Horns, avg. 7 1/2 oz. and over, No. 2s.	250.00@275.00
Horns, avg. 7 1/2 oz. and over, No. 3s.	200.00@225.00

FANCY MEATS.

Fresh steer tongues, untrimmed	@28c a pound
Fresh steer tongues, l. c. trim'd	@38c a pound
Sweetbreads, beef	@65c a pound
Sweetbreads, veal	@1.00 a pair
Beef kidneys	@15c a pound
Mutton kidneys	@ 8c each
Livers, beef	@25c a pound
Oxtails	@18c a pound
Beef hanging tenders	@24c a pound
Lamb fries	@10c a pair

BUTCHERS' FAT.

Shop fat	@ 2 1/2
Breast fat	@ 4
Edible suet	@ 5
Cond. suet	@ 4 1/2
Bones	@20

SPICES.

	Whole.	Ground.
Pepper, white	43	46
Pepper, black	28	29
Pepper, Cayenne	24	30
Pepper, red	..	..
Allspice	19	22
Cinnamon	17	20
Coriander	10 1/2	13 1/2
Cloves	22	27
Ginger	..	15
Mace	1.15	1.25
Nutmeg	..	44

GREEN CALFSKINS.

	5-9 3/4-12 1/2	12 1/2-14	14-18	18 up
Prime No. 1 Veals	.20	2.25	2.55	2.75
Prime No. 2 Veals	.18	2.05	2.30	2.50
Buttermilk No. 1	.17	1.90	2.20	2.40
Buttermilk No. 2	.15	1.70	1.95	2.15
Branded Grubby	.13	1.30	1.55	1.75
Number 3	..	..	..	2.05

CURING MATERIALS.

	Dbl. Bags
In lots of less than 25 bbls.	Bbls. per lb.
Double refined saltpetre, granulated	6 1/4c 6 1/4c
Double refined saltpetre, small crystal	7 1/4c 7 1/4c
Double refined large crystal saltpetre	8 1/4c 8 1/4c
Double refined nitrate soda, granulated	4 1/2c 4c
In 25 barrel lots	
Double refined saltpetre, granulated	6 1/4c 6c
Double refined saltpetre, small crystal	7 1/4c 7c
Double refined saltpetre, large crystal	8 1/4c 8c
Double refined nitrate soda, granulated	4 1/2c 4c
Carload lots:	
Double refined saltpetre, granulated	6c 5 1/2c
Double refined nitrate soda, granulated	3 1/2c 3 1/2c

DRESSED POULTRY.

FRESH KILLED.

Chickens—fresh—dry packed—12 to box—fair to good:	
Western, 60 to 65 lbs. to dozen, lb.	@31
Western, 48 to 54 lbs. to dozen, lb.	@31
Western, 48 to 47 lbs. to dozen, lb.	@30
Western, 36 to 42 lbs. to dozen, lb.	@28
Western, 31 to 35 lbs. to dozen, lb.	@26
Chickens—fresh—dry pkd.—prime to fry.—12 to box:	
Western, 60 to 65 lbs. to dozen, lb.	@33
Western, 48 to 54 lbs. to dozen, lb.	@33

Western, 43 to 47 lbs. to dozen, lb.	@31
Western, 36 to 42 lbs. to dozen, lb.	@29
Western, 31 to 35 lbs. to dozen, lb.	@27

FOWLS—frozen—dry packed—prime to fry.—12 to box:

Western, 60 to 65 lbs., lb.	@31
Western, 55 to 59 lbs., lb.	@30
Western, 43 to 47 lbs., lb.	@28
Western, 36 to 35 lbs., lb.	@27

Ducks—

Long Island, No. 1 bbls.	@28
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Squabs—

White, 11 to 12 lbs. to dozen, per lb.	@75
Prime, dark, per dozen	3.50@4.50

LIVE POULTRY.

Fowls, colored, per lb., via express	@27
Geese, swan, via freight or express	@11
Turkeys, via express	@25
Pigeons, per pair, via freight or express	@55
Guineas, per pair, via freight or express	@60

BUTTER.

Creamery, extras (92 score)	@30
Creamery, firsts (90 to 91 score)	40 1/2 @40 1/2
Creamery, seconds	48 @48 1/2
Creamery, lower grades	47 @47 1/2

EGGS.

Extras, per dozen	28 @28 1/2
Extra firsts	20 1/2 @27
Firsts	24 1/2 @25 1/2
Checks	22 @23

FERTILIZER MATERIALS.

BAISIS NEW YORK DELIVERY.

Ammonia.

Ammonium sulphate, bulk, delivered per 100 lbs.	@ 2.50
Ammonium sulphate, double bags, per 100 lbs. f.a.s. New York	@ 2.50
Blood, dried, 15-16% per unit	@ 4.50
Fish scrap, dried 11% ammonia, 15% B.	10% B. F. L.
Fish guano, foreign 13@14% ammonia, 10% B. F. L.	4.10@ 10c
Fish scrap, acidulated, 6% ammonia, 3% A. P. A. f.o.b. fish factory	nominal
Soda Nitrate, in bags, 100 lbs. spot	@2.67
Tankage, ground, 10% ammonia, 15% B. F. L. bulk	4.15@ 10c
Tankage, unground, 9@10% ammonia	3.65@ 10c

Phosphates.

Bone meal, steamed, 3 and 50 bags, per ton	@31.00
Stone meal, raw 4 1/2 and 50 bags, per ton	@38.00
Acid phosphate, bulk, f.o.b. Baltimore, per ton, 16% fat	@ 9.00

Potash.

Manure salt, 20% bulk, per ton	@11.70
Kalnit, 12.4% bulk, per ton	@ 8.70
Muriate in bags, basis 80%, per ton	@35.50
Sulphate in bags, basis 90%, per ton	@43.00

Beef.

Cracklings, 50% unground	@ 1.15
Cracklings, 60% unground	@ 1.25
Meat Scraps, Ground.	
50%	@ 67.50
55%	@ 72.50

BUTTER AT FOUR MARKETS.

Wholesale prices for 92 score butter at Chicago, New York, Boston and Philadelphia for the week ending March 10, 1927:

	March	4	5	7	8	9	10
Chicago	50	50	50	51	51 1/2	51 1/2	51 1/2
New York	50 1/2	50 1/2	51	51 1/2	52	52 1/2	52 1/2
Boston	51 1/2	51 1/2	51 1/2	52	52 1/2	52 1/2	52 1/2
Philadelphia	51 1/2	51 1/2	52	52 1/2	53	53 1/2	53 1/2

Wholesale prices of carlots—fresh centralized butter, 90 score at Chicago:

40%	40%	40%	51	51	50%
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Receipts of butter by cities (tubs):

	This week.	Last week.	Last year.	—Since Jan. 1— 1927.
Chicago	33,726	30,871	30,041	470,476
New York	45,302	42,004	41,989	577,174
Boston	12,887	12,827	13,648	171,000
Philadelphia	16,886	15,881	18,004	188,910
Total	108,101	100,183	98,062	1,408,650

Cold storage movement (lbs.):

	In Mar. 10.	Out Mar. 10.	On hand Mar. 11.	Same week day last year.
Chicago	39,096	863,531	4,664,561	4,245,785
New York	175,618	175,040	800,000	2,724,355
Boston	1,500	43,115	589,622	604,496
Philadelphia	13,050	38,810	185,799	
Total	190,165	291,064	2,340,602	11,669,147

927.

232
230
228

box:

233
232
230
229

228

275

@4.50

228

211

230

255

260

50

49%

48 1/2

47 1/2

28 1/2

27

25 1/2

23

2.50

2.50

4.50

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& 10c

\$31.00

\$38.00

9.00

\$11.70

8.70

\$38.50

45.00

1.15

1.25

\$67.50

\$72.50

S.

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1927:

10

51 1/2

51 1/2

52 1/2

52 1/2

cen-

50 1/2

n. 1-

1926.

13,615

07,990

90,179

84,634

06,418

ame

day

year.

04,501

45,795

24,355

04,496

60,147